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## Great Britain and the World's Live-Stock Industry

*A Partial Report of Investigations in Europe, February to May, 1923*

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**T**O CREATE or maintain conditions that will result in furnishing food enough for their people is a problem that demands the constant attention of the industrial nations of Europe. Practically none of them produce enough for their own needs, except in the case of certain specialties. No single feature of the food supply is more important than that of meat and other live-stock products. Great Britain's insular position and preponderant development in the direction of manufacturing keep her face to face with the question of meat supply.

### Meat Production in Great Britain

The United Kingdom, excluding Ireland, shows a distinct deficiency in the relation of the number of head of meat animals to each thousand of population. The number of cattle, sheep, and pigs per thousand persons has decreased more or less constantly during the last thirty years. In the pre-war and post-war years of 1913 and 1921 the live-stock population of England, Scotland, and Wales was as follows:

Year	Cattle	Swine	Sheep	Total
1913.....	7,004,000	2,246,000	24,008,000	33,258,000
1921.....	6,698,000	2,667,000	20,578,000	29,943,000

The human population of these same countries in 1911 was 40,831,000, and in 1921, 42,768,000. From these figures it appears that even in the case of swine, which show an increase, the gain but little more than kept pace with the growth in population. Population data are available only for census years, and no reliable estimates are at hand for the pre-war year of

1913. However, using the nearest census figures in each case, merely to indicate the relative position, the following numbers of cattle, swine, and sheep, and total of all animals per thousand persons, in England, Scotland, and Wales are obtained:

Year	Cattle	Swine	Sheep	Total
1913.....	171	55	588	814
1921.....	157	62	481	700

Ireland in 1911 had 4,761,000 inhabitants. In 1921, when no human census was taken, her animal population was: cattle, 5,197,000; swine, 977,000; sheep, 3,708,000. Since the number of her people has remained practically stationary, a fairly accurate idea of the numerical relations may be obtained by using the two sets of figures. In this way the following numbers of meat-food animals per thousand persons in 1921 are found: cattle, 1,091; swine, 205; sheep, 778; total, 2,074. This is of importance, inasmuch as a very large part of the British meat supply is furnished by Ireland.

### Argentine Live-Stock Figures

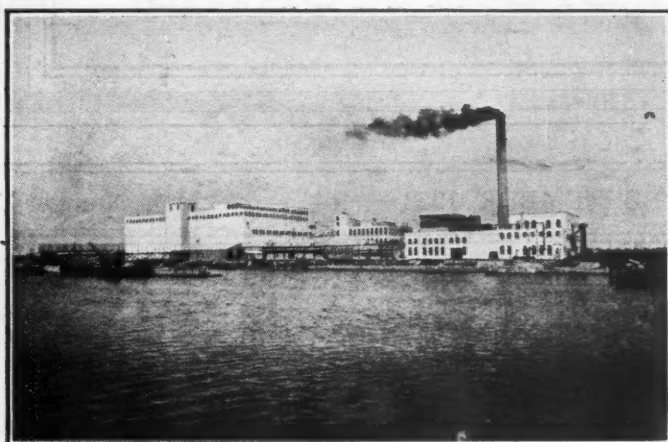
Next to the home-grown supply, Argentina furnishes a larger part of British beef than any other source—nearly 32 per cent of the whole. Combining beef and mutton, in 1921 she provided 25 per cent of the total consumption of Great Britain.

The population of Argentina in 1914 was 7,885,000; in 1921 it was 8,699,000. Using the nearest available census figures for population in each case, the following numbers of cattle, swine, sheep, and

total of all meat-food animals per thousand of population are found:

Year	Cattle	Swine	Sheep	Total
1914.....	3,280	368	5,482	9,130
1919.....	3,187	367	5,261	8,815

It is generally agreed that Argentina has as yet not much more than scratched her ultimate live-stock producing capacity. At any rate, she has definitely



MODERN SOUTH AMERICAN MEAT WORKS\*

taken the place formerly occupied by the United States in providing Great Britain with her beef supply, and we are now a negligible factor in spite of our continued growth as a live-stock producing nation.

#### Cattle Exports from United States

The United States began to export cattle to the United Kingdom in 1873, when only 340 head were forwarded. The export grew rapidly, and, in 1880, 156,490 head were shipped. It then fluctuated greatly for a number of years, and not until ten years later (1889) did it exceed the 1880 level. In 1889 it shot up to 294,391 head, and in 1892 it reached 392,934 head. This was the maximum until 1897, when the high-water mark in live-cattle shipments for all time was reached at 416,299 head. Thereafter, for twelve years, shipments varied between 300,000 and 400,000 head. In 1909 they exceeded 200,000 head for the last time—namely, 205,449 head. By 1913 they had dropped to only 10,093 head. From 1914 to 1920, inclusive, no live cattle were shipped to the United Kingdom from the United States. In 1921 there was renewed export to the number of 34,880 head.

The trend from Canada was the same in character, with less total quantities.

#### Trends in Human and Animal Populations

The population of the United Kingdom grew from 38,104,895 in 1891 to 47,158,219 in 1921. The gain was approximately 9,000,000 persons in thirty years.

\*The illustrations have been borrowed from the book, "Supplying Britain's Meat," by George E. Putnam, consulting economist to Swift & Co., Chicago.

On the other hand, during the same period the population of the United States increased from 64,361,000 in 1891 to 107,833,000 in 1921—a growth of 43,472,000 persons; the mere increase thus exceeding by more than 5,000,000 the total for the United Kingdom at the beginning of the period.

For comparison, the numerical relation between population and live stock of the United States is shown here (numbers of animals per thousand of population):

Year	Cattle	Sheep	Swine	Total
1891.....	816	571	912	2,299
1901.....	891	809	827	2,527
1911.....	660	560	622	1,842
1913.....	584	532	631	1,747
1921.....	618	325	550	1,493

The situation presented by the data given demonstrates quite clearly why the United States has become unimportant as a source of British beef and mutton supply. Obviously the growth in our population has absorbed our beef and mutton production. However, the experience of war time proves that, given remunerative markets, we can expand quickly our production to meet almost any need that can possibly arise.

The peak of war demand in Europe came in 1918, when North America shipped 208,509 tons of beef to Great Britain, compared with 176,350 tons from all other sources, including home production.

The problem, then, is one of competitive costs that will reflect themselves in market returns. Given freedom of transportation, the American live-stock grower can always potentially supply an almost unlimited quantity of meat, and will do so provided he can make a profit.

After Argentina, Australia and New Zealand are the most important sources of fresh beef and mutton for the United Kingdom. Australia, with a population of 5,346,000, has 13,237,000 cattle, 80,000,000 sheep, and 764,000 swine; while New Zealand, with 1,227,000 inhabitants, has 3,323,000 cattle, 22,222,000 sheep, and 380,000 swine. As Australia had a cattle population of 12,312,000 head as long ago as 1894, it is evident that the beef industry there is in a relatively stationary position.

#### Per-Capita Meat Consumption

In order to determine as nearly as possible the per-capita meat consumption for the British Isles for 1922, the 1921 census figures have been used for England, Scotland, and Wales, in combination with the 1911 census figures for Ireland. The approximate population of the United Kingdom, as thus determined, is 47,158,000. Using this basis, the per-capita consumption of beef is found to be 60.88 pounds, of mutton and lamb 25.84 pounds, and of pork 35.6 pounds; or a total of 122.32 pounds. In

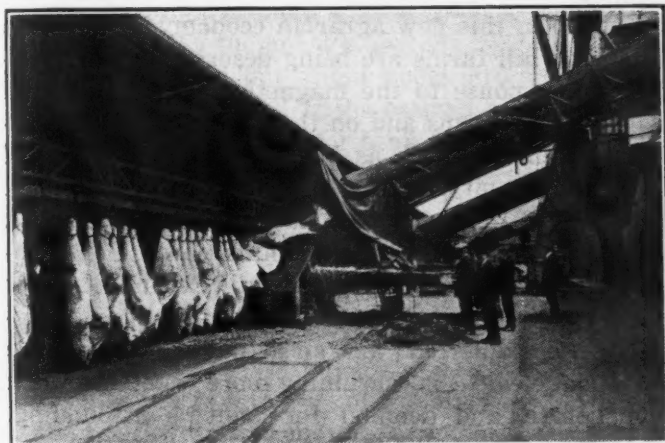


comparison, the consumption figures for the United States are: beef, 66.3 pounds; mutton and lamb, 6.2 pounds; pork, 69.8 pounds; total, 142.3 pounds.

In 1922, 46.48 per cent of the available beef and mutton supplies of the United Kingdom were imported. Of this amount, 28.63 per cent was frozen and 16.38 per cent chilled. Of the frozen meat, 10.52 per cent came from Argentina, 9.85 per cent (chiefly mutton and lamb) from New Zealand, and 5.89 per cent from Australia. Of the chilled meat, 86.9 per cent came from Argentina and 13.1 per cent from Uruguay.

The following table shows the origin, amount by countries, and relation to total of fresh, frozen, and chilled beef, mutton, and lamb available for consumption, and the quantities consumed, in the United Kingdom in 1922 (in tons of 2,240 pounds):

	Beef	Mutton and Lamb	Total	Per Cent of Total Supply
Home-grown (est.).....	767,300	254,600	1,021,900	54.6
Argentina.....	380,448	71,514	451,962	24.1
Australia.....	58,330	49,205	107,535	5.8
Uruguay.....	57,301	5,826	63,127	3.4
New Zealand.....	29,017	150,803	179,820	9.6
Live imports.....	15,929	.....	15,929	0.9
Patagonia.....	.....	7,810	7,810	0.4
North America.....	7,395	120	7,515	0.4
Fresh-killed imports.....	4,045	7,027	11,072	0.6
Brazil.....	2,006	.....	2,006	0.1
South Africa.....	198	.....	198	0.01
Other countries.....	1,560	133	1,693	0.09
Total imports.....	1,323,529	547,038	1,870,567	100.00
Deduct re-exports.....	41,667	2,930	44,597	
Total consumption.....	1,281,862	544,108	1,825,970	



DISCHARGING CHILLED BEEF, LONDON

Of Great Britain's total mutton supply, 52 per cent in 1922 came from New Zealand, 24 per cent from Argentina, and 16 per cent from Australia. The remaining 8 per cent came from "other countries," including Uruguay.

#### British Meat-Trade Centers

In England one is struck immediately with the concentration of the distribution of meat in a few large centers, more especially in London with respect to beef, fresh and frozen mutton, and fresh pork, and in Liverpool with respect to shipments of live cattle and provisions, with particular attention to all classes

of pork products. London, Liverpool, Southampton, and Glasgow are the most important central markets and ports in the meat trade. London is not only the most important in this group, but in the world.

In London the whole matter focuses in the great central market technically known as "City Markets, Smithfield," commonly known as "Smithfield Market,"



AVENUE IN SMITHFIELD MEAT MARKET

which is owned by the City of London and is an important source of supply of fresh meats for the major part of the population of the south of England. To those accustomed to American methods of decentralized distribution, an almost unbelievable quantity of meat passes through Smithfield.

To get a suggestion of the huge volume of business done through this one market, it may be said that, in 1922, 463,074 tons were handled. This means nearly 9,000 tons of meat a week, or an average of nearly 1,800 tons per day. No other market in the world even approaches such quantities. For instance, it is estimated that the *total amount of meat of all kinds consumed annually* in New York, passing through all its myriad channels, is 820,800,000 pounds. A quantity more than 100,000,000 pounds greater than this—viz., 926,148,000 pounds—passed through Smithfield central markets alone in 1922.

When it is remembered that London has other important markets—such as Leadenhall, Aldgate, City Shops, and City Cold Storage—its rank as an important consuming center can be visioned readily. Its importance to the meat-producers of the world outside the United Kingdom is shown by the fact that 84.6 per cent of the beef, 85.8 per cent of the mutton, and 69.7 per cent of the pork received was imported from foreign countries. Of the 463,074 tons handled at Smithfield, only 87,820 tons came from home-bred animals.

Other cities and ports of importance are Liverpool, Manchester, Bristol, Hull, Newcastle, Avonmouth, and Cardiff. Only Liverpool compares even remotely in volume of business with London.

The different markets vary greatly in their pref-

erence as between beef, mutton, and pork; as between heavy and light carcasses; as between fresh, chilled, or frozen meat; as to country of origin; and as to many other factors.

#### Inspection of American Meats

The origin of Smithfield's meat supplies in 1922, expressed in percentages of the total, was as follows:

British—	
Country-killed .....	14.7%
Town-killed .....	4.3%
American—	
Foreign-killed .....	9.7%
Home-killed .....	1.7%
South American—	
Imports .....	42.0%
Australian and New Zealand—	
Imports .....	27.6%
	100.0%

America furnished 11.4 per cent of the total, which includes pork, edible offal of all kinds, and miscellaneous meat foods, as well as beef and mutton.

Meat inspection in Smithfield market is in charge of the Medical Officer of Health of the Corporation of London. Foods liable to seizure are classed either as "diseased" or as "unsound." Of a total of 262,065 pounds of beef, mutton, pork, veal, and offal seized by the meat-inspection authorities because "diseased" and later destroyed, not a single pound was of United States origin. Of a total of 1,099,364 pounds of beef and 793,941 pounds of mutton seized because "unsound," not a single pound came from the United States. In comparison (and the greater distance which the meat must be shipped, and the greater risks therefore attending, must not be forgotten), Argentina had 678,693 pounds of beef condemned, and New Zealand 447,507 pounds of mutton.

In 1921 more than 281,000,000 pounds of American bacon were shipped to the United Kingdom. How much of this passed through Smithfield the writer was unable to determine. Certain it is that the amount was large. However, only 109 pounds were seized because "unsound." In the case of fresh, frozen, and other forms of pork, excluding bacon, 217,853 pounds were seized, of which only 8,286 pounds came from the United States. Of offal, 682,078 pounds were declared "unsound," only 5,047 pounds of which came from America.

The total "unsound" seizures of beef, mutton, pork, veal, offal, and bacon in 1922 were 2,817,827 pounds, to which we contributed only 13,439 pounds.

Colonel T. Dunlop Young, the chief veterinary surgeon of the Public Health Department, regards the meat-inspection system of the United States Bureau of Animal Industry as a model for the rest of the world, and does not hesitate to say so.

The superintendent of the London Central Markets publishes a monthly statement showing receipts,

sources, etc., and comparisons with the same month for the previous year. The greatest tonnage ever received on Smithfield Market on any one day was on December 22, 1913, when 4,398 tons came to the Central Markets. The maximum for any one day in 1922 was 3,659 tons. The minimum was 142 tons on a Saturday, on which day throughout the year there is practically no wholesale business.

[To be concluded in the October number.]

#### EAST TURNING FROM LIVE STOCK

BY JAMES E. POOLE

**L**IVE STOCK and eastern agriculture are taking divergent paths. This statement, broad as it may seem, embraces the entire territory east of the Illinois-Indiana line. It does not mean that cattle-feeding and hog-growing are to disappear, but the areas devoted to cattle-feeding are gradually contracting, and there will be fewer hogs raised as dairying, poultry-growing, and truck-farming acquire dominance. Many counties in eastern and northern Ohio are being steadily and rapidly claimed by intensive farming, in which the cow, the hen, fruit, and garden truck cut a wide swath. Adjacent to the many industrial centers there is a market for everything edible. The hog—a voracious consumer of concentrated food—cannot compete with poultry, nor can the beef steer compete with the dairy cow. There is no place for the sheep in this new agrarian economy, save in the hills; and hill farms are being deserted by the thousand in response to the magnetic influence of high wages in the towns and on the roads. A few cattle-feeding centers—such as Fayette County, Ohio, and Lancaster County, Pennsylvania—remain; but when the present generation of cattlemen passes away, these will be occupied by the milk cow. Consumption of milk is enormous, and will expand. A few years ago ice-cream was a luxury; now it is recognized as a staple food and an actual necessity. The industrial element is consuming more vegetables than ever before, and demand for fruit is astounding, especially grapes and melons, on which transportation cost is largely eliminated in the case of local product. Truck transportation has been largely responsible for revolutionizing eastern agriculture, furnishing an expeditious and comparatively inexpensive method of conveying semi-perishable agricultural products from farm to consumer. This development is merely at the inception stage. It means concentration of agrarian energy, subdivision and resubdivision of farms, reduction of overhead expense, and vastly increased net earnings per acre and per man. In such a system beef- and pork-making cannot play a part of major importance.

High freight rates handicap eastern cattle-feeders. Many are adopting the expedient of buying



western calves, thereby reducing initial freight cost. The weight of a calf may be doubled during the feeding period by intelligent methods, but eastern feeders face another problem when their finished product is ready to go to market, as the territory lacks reliable central markets, and trading with local killers is somewhat uncertain, if not hazardous. These local killers usually want all the cattle they can get for their money, sacrificing quality and condition for economy, so that eastern feeders lack incentive to make cattle good, or lay in qualified steers. The country-buying campaign of the big packer has relaxed to an extent not generally understood, throwing producers into the hands of small local slaughterers, who take advantage of competition elimination. This accounts for an occasional shipment of fat cattle from eastern Ohio to Chicago, to get the benefit of a competitive market where the big packers operate.

All this means that, as time works along, the teeming multitudes of the industrial East will be more and more dependent on the pastoral and corn-raising West for beef, pork, and mutton. That beef-cattle breeding will ever be reinstated in the East is improbable, save possibly in limited areas. Appalachia is a grazing region of considerable capacity, but lacks winter feed, making beef-cattle maintenance impracticable. Outside the limestone areas of Appalachia, cattle production is not to be given serious consideration. There are sections where the pastoral industry is profitable and will continue to monopolize the land, such as the noted bluegrass region of southeastern Virginia; but these spots are merely fly-specks on the map, and, if the eastern population had to depend on this output for beef, that product would soon become a luxury. A few cattle are grown in the hill regions of Ohio, Pennsylvania, Maryland, and the Virginias, but they exert little influence on the market or beef supply.

This conclusion is logical, therefore, that the western breeder and the Corn Belt feeder are working into a strong strategic position. The beef supply of the country will originate west of the Missouri River and in the Southwest; the major portion will be finished in the area where surplus corn is produced, and the outlet will be in the East. It is unfortunate that such a large percentage of the population of the country has been, by more or less fortuitous circumstances, located in eastern Ohio, western Pennsylvania, and on the north Atlantic seaboard—a condition that may be modified as time works along and coal becomes a less important factor in relation to industry. Fifty per cent of this eastern population might be economically transferred to the Mississippi Valley, if its latent water could be developed, thus placing food production in juxtaposition to consumption, to the mutual advantage of both elements. For the present the transportation charge, onerous as it may be, must be

paid as complacently as possible. From the moment a steer leaves its western pasture until the product reaches consumers at the Atlantic seaboard, this transportation charge accumulates, and someone must pay. Just who foots the bill will probably always remain in the sphere of controversy; probably both producer and consumer pay their share.

Tide-water agriculture is prosperous, owing to its proximity to market. It is highly intensified and equally diversified. The cannery, the motor truck, and, on the coastal waterways, the power boat exert a potent influence on this agriculture. North of Virginia coastal-plain agriculture is earning large sums per acre—a condition that is spreading into the foothills of the Appalachian Mountains. They still grow wheat and corn, but mainly for cow and chicken feed. In the highlands of western Maryland they still feed a few western cattle through the winter, although it is a decadent industry.

In the hill and mountain region agriculture languishes. There is, and will be as long as the present industrial condition continues, a steady movement of population from the mountain regions to the towns and cities. Strange as it may seem, Lancaster County, Pennsylvania, exhibits abandoned farms, although it must be admitted that they are in the southern part of the county—a hilly section where few cattle have been fed and fertility has been seriously depleted. There is a migration into the hill country of Pennsylvania, and it comes from the mountain regions farther south. Moonshining close to the population centers is the impulse. From an agricultural standpoint, these abandoned hill farms are not profitable, and could not be made so under existing labor conditions, especially where the basic rocks are shale or sandstone. Where limestone exists sheep-raising would be possible.

One hears complaint over excessive cost of meat everywhere in the East. Hooverized portions are the rule at public eating-places. Retailing is seriously overdone, and cost is largely in excess of what it might be under a more rational method. There is no relationship between wholesale and retail cost, and if the industrial element was less prosperous, this fact might seriously restrict per-capita consumption.

#### OMAHA CO-OPERATIVE SAVES SEVENTY-FIVE PER CENT

**D**URING the first half of 1923 the Omaha branch of the Farmers' Union Live Stock Commission saved on commissions 75 per cent of all commissions received. For the period from January to June, inclusive, the total amount of commissions was \$93,575.91, and expenses totaled \$23,186.63, leaving a net saving of \$70,389.28. For the corresponding period last year commissions aggregated \$72,042.89, expenses were \$21,189.79, and savings \$50,853.10. The Omaha house during the first six months of this year handled 5,838 cars, as compared with 4,297 cars last year.

## HOME-ECONOMICS TEACHING AND THE LIVE-STOCK INDUSTRY

BY GUDRUN CARLSON

*Director, Bureau of Home Economics, Institute of American Meat Packers*

**WHAT IS HOME ECONOMICS?** Why should producers and manufacturers be vitally interested in the work carried on for the housewives of the nation? In what way does it affect their interests? What is the home-economics work done throughout the country going to mean to the producer? It is with such questions in mind that the following article has been written, placing particular emphasis on points in relation to foods, and more specifically in relation to meat and meat products.

In reply to the first question, let us survey briefly the present development and scope of the subject of home economics. It has been a recognized study scarcely more than a quarter of a century; yet in this time it has shown rapid advance and a steadily increasing influence. From a small beginning in a few schools, it has spread to thousands of schools and other educational institutions, reaching the girls and young women—the future housewives of the country. Through the extension service, through clubs and organizations, and through newspapers and magazines it is reaching the millions of women who are already managing their own households.

The work and efforts of this subject have naturally centered about the home, its activities and problems. The many forms of production which at one time were part of the home activities are gradually being turned over to industry, so that the home is becoming principally the chief place of ultimate consumption; and study has been directed more definitely toward this phase of economics of the household. No doubt this explains why the producer and manufacturer have been slow to realize the importance of this subject as it pertains to industrial economics.

"Home economics" is a general term which includes a large number of more specific subjects: foods and cookery, nutrition, clothing, textiles, millinery, household management, budgets and accounts, and household equipment; but our discussion will be devoted to foods. The study of food alone involves production, composition and characteristics, nutritive value, marketing, cookery, combination, and serving.

Each year sees the facts and principles taught by home economists better organized and brought to a fast-growing number of women. Guided by this teaching, these same women unconsciously determine to a large extent what shall be produced through the choice exercised by their purchasing power. One of the most striking appeals made to the women of this country—to illustrate the effect of teaching facts concerning foods—was during the war, when food conservation was so necessary. Under normal conditions the results are not so spectacular, but they are significant in their final effects.

To select food wisely, to cook it properly, and to serve it attractively means that the housewife have some knowledge of laws of nutrition, of true economy in marketing, of equipment, and of the underlying principles of cookery processes. Of these problems, careful and wise choice or marketing of food most directly affects the producer. The satisfaction the housewife receives from the food bought will decide her future selection. If the meat pleases her, she will buy again; but if not, one incident may cause her to turn against the product, to the loss of the producer.

Another essential contributing factor which affects the selection of food is proper cooking. If, for example, the house-

wife knows how to make a pot-roast which is palatable and appetizing, she will continue to buy cuts of meat which can be cooked in that way. If she learns to prepare lamb or mutton so that it makes a strong appeal to the taste, she will buy more of that type of meat. If she is shown that there are edible parts of meat which can by the cook's art be turned into true delicacies, it will not only add variety and pleasure to the family meals, but it will mean greater utilization of meat produced.

When these incidents are multiplied by the millions of housewives, we see that any product which could not satisfy a real demand would not exist for any long period. Everyone can give illustrations of some product which has created temporary demand, but meat is a necessary staple product for which there always will be a demand. Faith in such a product is absolutely essential to a sound and successful business. In other words, when confidence in the worth of a product is established, it tends to create a demand which is stabilized.

After we have fully recognized this need and value of home-economics teaching, both for the man who produces and for the housewife who buys and consumes the food, the question remains how the interests of both may be effectively harmonized. Business has in the past few years appreciated the value of good-will, of standardized goods, of ethical advertising, of guaranteed products, of satisfied employees, and of improved working conditions. The live-stock and meat industry has been making notable strides in its effort to put these principles into actual practice. These changes, together with new and varied food products on the market, make it difficult for the housewife, and even for the woman trained in home economics, to keep informed as well as she needs to be for her own economic welfare. It is impossible in the present day for each individual to get first-hand all the facts she needs to know.

To help adjust and simplify such a situation, as far as meat and meat products are concerned, the meat industry, through the Institute of American Meat Packers, has organized a Bureau of Home Economics. The main purpose is to gather together important facts and information concerning the meat industry and its products, and put it into such form that it is readily available to those seeking it. On the other hand, material which has accumulated through the experience of housewives is the richest source from which to draw information concerning the best ways and methods of marketing and cookery of meat.

An important aim of home-economics work is to use this valuable material, to compile further data obtained through experimentation and research, and to turn it out again in a condensed, but most practical and usable, form. One might say that that is taking the best the producer has to give and the best the housewife or home economist has to give, and passing it on to those who have not the experience and information.

There are many means or ways by which this material can most effectively reach those for whom it is intended—such as lectures, demonstrations of meat cuts and meat cookery, exhibits and displays, bulletins, recipe booklets, articles for household pages of newspapers and for women's magazines, and special material, such as charts for schools and other educational institutions. As an illustration of the value of one type of work may be mentioned that of meat-cutting demonstrations. During the past few months a large number of these have been given under the auspices of clubs, schools, extension service, and meat councils. Many hundreds of housewives, teachers, students, and others interested have attended these demonstrations, showing a decided interest in this form of educational work pertaining to meat. At all these demonstrations meat animals were actually cut up by an experienced dealer into wholesale and retail cuts, and each described and displayed



to the audience. Suggestions were given as to the best methods of preparation, and opportunity was presented to ask questions concerning either the cuts or how to use them. Charts were used to help explain the location of cuts.

Plans are being carried into effect to have these demonstrations given throughout all parts of the country, since their effectiveness has been unusually good. Other means of teaching facts about meat will also be continued as the Bureau of Home Economics finds them of special worth.

All these efforts should help to develop a feeling on the part of the housewife toward the meat industry which is fair and unbiased, and at the same time shows some realization of its problems. The housewife will improve her purchasing habits, which will mean demand for a better grade of meat, for all cuts, and an understanding of how to use them. Better utilization and conservation of meat will mean that she feeds her family better; but it will also mean a stimulus to better production of meat. The live-stock producer will benefit in no small way through an intelligent demand for what he has to sell, as well as through the good-will which comes through careful and wise buying on the part of the public.

### IMPRESSIONS FROM AN EASTERN TRIP

BY JAMES E. POOLE

THE EAST, taken as a whole, is reasonably prosperous, in the sense that its industrial element is well employed at good wages and that the revenue derived from labor is being promptly put into circulation. Nearly everybody has a "car" of some kind, and—what is more significant—the second-hand car market is saturated. Everybody wants a new car, or a Ford. They are storing the "seconds" in vacant lots, at the mercy of the elements. It constitutes a great national junkpile, typical of American waste.

Building cost has reached unprecedented, if not appalling, proportions. It costs about as much to build a modest house as was involved in the erection of a pretentious mansion before the war; but the whole community is short of housing facilities, and the end is not in sight, although capital is showing signs of alarm and is disposed to call a halt. My bet is that, unless relief is available, building loans will be hard to negotiate a year hence. Organized labor has seized the golden-egg-laying goose by the throat and may accomplish a strangulation process.

Abandoned eastern farms are no longer a joke, the area having extended into Ohio, Indiana, and Michigan. In the two latter states hundreds of thousands of last year's corn-stalks may be visualized from train windows, the labor that formerly cultivated these areas having gone to the Studebaker plant at South Bend and elsewhere. In other words, the industrial centers are draining the agrarian areas of labor. Possibly this process may solve the farmers' problem by restricting production and advancing values. The "Back to the Farm" slogan has gone to the discard; but it will come back. Present conditions are abnormal. Eventually the automobile market will be clogged, pay-rolls will be edited, and thousands now laboring under the illusion that the dollar-an-hour era has come to stay will have an awakening. Two years ago the national problem was unemployment; and it could be reinstated almost overnight.

Eastern farming should be profitable, if proximity of markets means an advantage. Land is relatively cheap, and is being rapidly occupied by "foreigners," who are planting their feet on the ground to stay. They are raising garden truck and hogs, and are getting into the dairy business. They are independent of rail transportation, as markets are close and their products easily transported over steadily improving

highways. High freight rates constitute a distinct benefit for eastern farmers, and they are taking advantage of the opportunity.

The Dominion of Canada is in anything but prosperous condition. The American tariff is berated, and there is a distinct trend of popular opinion toward reciprocity; but even suggest annexation, and they will throw a rock at your head. Industrial Canada has been migrating to "the States," as they term it, to take advantage of current wages, and depressed wheat values have crippled agriculture. The Canadian cattleman looks as though he had lost the only friend he possessed—the American market—and is impatiently awaiting the 1924 presidential election, in the hope that it will bring a promise of free trade in his particular product. The present tariff has certainly put the Canadian cattle industry "on the bum."

In the East they know little about the West, and most of that knowledge is the result of "touring" either by train or by car. Your average easterner has been to Chicago, Denver, and possibly Los Angeles; but his ideas are hazy and largely confined to Niagara Falls, Pike's Peak, or the Yellowstone. If he does not speak of the West depreciatively, he is *sui generis*. When he worships, he turns his face, like the Mussulman, toward the east. New York City is his Mecca.

### DUTIES ON CATTLE AND BEEF

WE PRINT BELOW the rates of duty on cattle and beef under the last eight tariff acts of the United States, the first of which dates back forty years:

#### CATTLE

1883.....	20 per cent ad valorem
1890—More than 1 year old.....	\$10 per head
1 year old or less.....	\$2 per head
1894.....	20 per cent ad valorem
1897—Less than 1 year old.....	\$2 per head
All others, if valued at not more than \$14 per head.....	\$3.75 per head
If valued at more than \$14.....	27½ per cent ad valorem
1909.....	Same as in act of 1897
1913.....	Free
1921.....	30 per cent ad valorem
1922—Weighing 1,050 pounds or more.....	2 cents per pound
Weighing less than 1,050 pounds.....	1½ cents per pound

#### BEEF

1883.....	1 cent per pound
1890.....	2 cents per pound
1894.....	20 per cent ad valorem
1897.....	2 cents per pound
1909.....	1½ cents per pound
1913.....	Free
1921.....	2 cents per pound
1922.....	3 cents per pound

### MERGER OF CO-OPERATIVE COMMISSION COMPANIES

AFFILIATION of the Sioux City branch of the Farmers' Educational and Co-operative Union with the Producers' Commission Association of that city is announced. Through this combination an agency for the co-operative marketing of live stock has been created which is ahead of all competitors in the amount of business handled. The Farmers' Union has been a pioneer in establishing successful co-operative commission houses. Since its opening, in 1918, the Sioux City branch has shown continuous growth. For the first six months of the current year it has accumulated savings to the amount of \$33,734.31, which are ready to be refunded to its patrons. The new organization, which will be known as the Farmers' Union and Producers' Commission Association, thus starts out under exceptionally favorable auspices.

## TARIFF CONGRESS AT DENVER IN OCTOBER

A CALL has been issued for a Western Tariff Congress to convene at Denver on October 3. Invitations have been issued to the governors, chambers of commerce, bank associations, and agricultural, civic, and industrial organizations throughout the West to co-operate and send delegates. The purposes of the congress are thus stated:

"1. To provide a non-partisan forum for the discussion of public policies, as they affect the progress and prosperity of western industry, especially with respect to tariff levies.

"2. To discuss the flexible provisions of the Tariff Act.

"3. To invite the chambers of commerce, the press, the banks, and all civic and political bodies to join with the producers in an effort to remove the tariff from partisan politics, and to adopt a permanent American tariff policy which will equalize the cost of production in this with foreign countries, preserve American industry against destructive foreign competition, maintain American standards of living in every line of effort, and to oppose a tariff policy that discriminates against any section, class, or product.

"4. To oppose a revision of the present Tariff Act at this time.

"5. To organize a Western Tariff Association to affiliate with the Southern Tariff Association."

The call is signed jointly by John H. Kirby, president of the Southern Tariff Association, and Frank J. Hagenbarth, president of the National Wool Growers' Association. It bears besides the signatures of numerous producers' and bankers' organizations, and of eight governors.

In a resolution adopted by the American Bankers' League and approved by over nine thousand individual banks, the objects expressed in the call are fully indorsed.

The officers of the proposed new Western Tariff Association are: E. M. Ammons, former governor of Colorado, chairman; Frank J. Hagenbarth, chairman of organization committee; and J. A. Arnold, of Washington, D. C., active head of the Southern Tariff Association, manager.

## WYOMING WOOL GROWERS ADOPT RESOLUTIONS

RESOLUTIONS of more general interest passed at the annual convention of the Wyoming Wool Growers' Association, held in Rawlins on July 31 to August 2, were the following:

Declaring present tariff rates necessary for stability of live-stock industry;

Requesting State Land Board to extend time limit for reduction in rentals of state lands;

Recommending semi-annual payments of grazing fees on national forests as permanent policy, and ten-year permits at present rates;

Commending American Farm Bureau Federation for support of national truth-in-fabrics bill, and requesting Wyoming State Farm Bureau to oppose removal of duty on feeder cattle;

Asking co-operation of county associations and individuals in permanent establishment of stock trails;

Urging state's representatives in Congress to work for simplification of Income Tax Act;

Advocating consignment of unsold wools to National Wool Warehouse and Storage Company;

Calling for strict enforcement of Wyoming Pure Wool Act; Condemning sale of shoddy as "all wool" and urging passage of state laws similar to Wyoming's truth-in-fabrics law;

Commending work of Bureau of Animal Industry and demanding enforcement of law regarding eradication of scabies;

Praising activities of Biological Survey in extermination of predatory animals;

Protesting against excessive valuations placed upon grazing lands for taxation purposes;

Favoring amendment of state constitution to empower legislature to enact special levy for suppression of predatory animals and live-stock diseases;

Recommending increase from 1½ to 2 per cent of spread in rediscount rate allowed institutions authorized to deal with intermediate credits banks.

All the officers were re-elected: Dr. J. M. Wilson, of McKinley, president; K. H. Hadsell, of Rawlins, vice-president; and J. B. Wilson, of McKinley, secretary. Selection of a meeting-place for next year was left to the executive committee.

## AUGUST CROP ESTIMATES

A DECREASE of 28,000,000 bushels is indicated in the government's estimate of the 1923 wheat yield published in August, as compared with the July figures from the same source. Of this amount, 18,000,000 bushels are attributed to winter wheat. On the other hand, favorable growing weather has added about 100,000,000 bushels to the corn-crop estimate. Oats and barley likewise show increases. Following are production estimates for August, 1923, as compared with final harvest figures for 1922 (in bushels):

	Aug., 1923	1922
Wheat—		
Winter .....	568,000,000	586,000,000
Spring .....	225,000,000	276,000,000
All .....	793,000,000	862,000,000
Corn .....	2,982,000,000	2,891,000,000
Oats .....	1,316,000,000	1,201,000,000
Barley .....	202,000,000	186,000,000
Rye .....	64,800,000	95,500,000
White potatoes.....	380,000,000	451,000,000
Cotton (bales) .....	11,500,000	9,760,000

## FARMERS PLAN TO SOW LESS WHEAT

BASED ON REPORTS from 25,000 farms, the Department of Agriculture estimates that there will be a reduction of 15.5 per cent, equivalent to 7,177,000 acres, in the area sown to wheat this fall throughout the United States. This would make the total winter-wheat area sown about 39,200,000 acres, as against 46,379,000 acres sown last fall, of which 39,750,000 were harvested, 14.3 per cent having been abandoned. The average annual abandonment for the past ten years has, however, been only 9.8 per cent. If a similar amount is abandoned during the coming winter, there will be an area harvested next summer of 35,360,000 acres.

Reports on the rye acreage indicate a reduction of 9 per cent from the area sown in 1922.

## THE CALENDAR

- October 1-6, 1923—National Swine Show, Peoria, Ill.
- October 2-10, 1923—World's Dairy Congress, Washington, D. C.
- October 3, 1923—Western Tariff Congress, Denver, Colo.
- October 10-12, 1923—Seventeenth Annual Sessions of International Farm Congress of America, Kansas City, Mo.
- October 16-19, 1923—Annual Stocker and Feeder Show, St. Joseph, Mo.
- October 20-28, 1923—San Francisco National Live Stock Show, San Francisco, Cal.
- November 3-10, 1923—Pacific International Live Stock Exposition, Portland, Ore.
- November 17-24, 1923—American Royal Live Stock Show, Kansas City, Mo.
- December 1-8, 1923—International Live Stock Exposition, Chicago, Ill.
- January 1-5, 1924—Ogden Live Stock Show, Ogden, Utah.
- January 15-17, 1924—Twenty-seventh Annual Convention of American National Live Stock Association, Omaha, Neb.
- January 19-26, 1924—National Western Stock Show, Denver, Colo.



# THE PRODUCER

PUBLISHED MONTHLY

IN THE INTEREST OF THE

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BY THE

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## GENERAL BUSINESS CONDITIONS

**S**TIMULATED ACTIVITY, after the summer lull, characterizes leading branches of industry, and the outlook for fall is considered promising, notwithstanding some disquietude in labor circles. The anthracite coal strike, which took place as scheduled in spite of all attempts at settlement, is not generally regarded as threatening to be of long duration. Meanwhile coke prices have advanced as a consequence, though they are still considerably below last year's. This, with the shift in working hours, has tended to increase production costs at steel-mills, whose operations, however, are still from 85 to 90 per cent of capacity, with a firmer undertone at the markets.

An indication of the large distribution of merchandise is the heavy car-loadings, which have reached a record mark for the season. New business in lumber-manufacturing shows a decided gain, and will be further swelled by the heavy orders on Japanese account following the calamitous earthquakes at the beginning of the month.

Moderate improvement is noted in the dry-goods business, and some textile mills have resumed operations on a larger scale. There is noticeable a certain amount of hesitation on the part of buyers of woolen goods, as well as price resistance by purchasers at retail. Raw-wool markets are quiet, with growers generally holding out for better terms. Reports as to the cotton yield differ, but adverse conditions have prevailed over large sections of the South, especially in Georgia and Florida, where the crop is largely a failure. The government estimate as of August 25

shows a percentage of only 54.1 of normal for the whole cotton belt—a decline of 13.1 points from the July condition. As a result, cotton prices are strengthening.

Some deterioration from previous estimates is noted in the wheat output, wet weather having interfered with the harvest. A bumper corn crop is expected, provided it succeeds in escaping early frosts. There is an encouraging rise in hog quotations, which is favorable to the corn-grower.

Hide prices have declined still further. While heavy native steers at Chicago have been nominally held at 14 cents, most buyers have reduced their offers to 13 cents. Country hides are almost wholly neglected. One big sale of calfskins at Chicago was at 17 cents. Some improvement is noted in the shoe trade.

Both call and time loans are holding firm at 5¼ per cent. Foreign exchange continues irregular, its fluctuations reflecting the daily changing aspects of the European situation.

## THE DUTY ON CANADIAN CATTLE

**O**N THE SUBJECT of the import duty on Canadian stocker and feeder cattle, and Gray Silver's request, on behalf of certain farm bureaus, that the United States Tariff Commission investigate this matter and, if possible, cut the duty in half (of which mention was made in the June PRODUCER), the monthly business review of the National City Company of New York for August contains an article strongly condemning this duty and indorsing Mr. Silver's action. Aside from the main issue, on which we wholly differ from the conclusions of the author, the article in question is so full of inaccuracies and misstatements that we have felt called upon to address the following protest to the National City Company:

DENVER, COLO., August 23, 1923.

*The National City Company,  
National City Bank Building,  
New York, N. Y.*

GENTLEMEN: In the August issue of your monthly review of business conditions, under the caption "Canadian Cattle," you favorably comment on what you conceive to be the attitude of the American Farm Bureau Federation and the United States Tariff Commission in favor of the removal of the import duty on stocker and feeder cattle from Canada.

After quoting from a previous article appearing in your publication for June, 1922, in which you condemned any import duty on cattle from Canada, you say:

"Importations of cattle into the United States are of no importance outside of those coming from Canada. From 1914 to 1921 no duty was imposed, but in 1921, when the farmers' bloc was organized in Congress and the emergency tariff was passed, a duty of 30 per cent ad valorem was imposed, which was increased in the tariff act of 1922 by changing it to a specific duty of 1½ cents per pound upon cattle weighing under 1,050 pounds each and 2 cents per pound on cattle weighing over 1,050 pounds.

"Now comes the American Farm Bureau Federation, the most important organization of farmers in the country, by its Washington representative, Mr. Gray Silver, and files an application with the United States Tariff Commission, asking it to use the authority vested in it, with the approval of the President, under the sliding-scale provision of the tariff act, to nullify, so far as possible, this tariff on cattle."

Later on in your article, after reviewing the argument of Mr. Silver, you state:

"It thus appears from the testimony of the most important farm organization in this country, supported by the findings of the official body created to investigate the subject of customs tariffs [United States Tariff Commission], that at a time when agriculture was suffering severe depression we have by mistaken legislation dealt a hard blow to the stock-growers of our neighboring country, with practically no benefit to ourselves."

It is apparent from your article that you have accepted, without any verification or investigation as to their correctness, the misrepresentations and inferences contained in a statement filed by Mr. Silver—which, by the way, is substantially the same document as was submitted by Canadian stockmen to Congress at the time the 1922 tariff act was under consideration.

The presentation of facts and deductions appearing in your excellent review are generally so correct that I am surprised at the misstatements in this particular article, to some of which I wish to direct your attention.

*First*—Your statement that "importations of cattle into the United States are of no importance outside of those coming from Canada" is far from the truth.

I quote from the official report of the United States Tariff Commission (Tariff Information Series No. 30, to which you refer in your article), as follows:

"Canada and Mexico are the principal sources of imports of live cattle." (P. 47.)

"From 1900 through 1914 Mexico was by far the most important source of cattle imports. The number which crossed the Rio Grande rose from 193,000 in 1910 to 625,000 in 1914. This increase was due largely to the unsettled conditions south of the border, and also to the removal of our import duty in 1913. . . . With the restoration of orderly government in that country, Mexican stockmen will find an outlet for their live cattle, particularly thin animals for further finishing." (P. 55.)

At present Mexican exportations of cattle to the United States are less than they have been for several years, on account of the situation below the border. As soon as normal conditions are restored, however, Mexico will speedily resume her shipments of cattle into the United States; and these shipments are invariably of the stocker or feeder type—more so than Canadian cattle.

*Second*—The American Farm Bureau Federation did not file an application with the United States Tariff Commission, asking that body "to nullify, so far as possible, this tariff on cattle."

The facts relative to the application are contained in the following excerpt from a letter from the secretary of the American Farm Bureau Federation, dated May 24, 1923:

"The State Farm Bureau of Illinois, also a county farm bureau in Pennsylvania, prepared this brief [application] and requested Mr. Silver to file it for them."

The filing of the application, or brief, provoked so much bitter criticism from other members of the American Farm Bureau Federation, who opposed any change in the present duty, that the Executive Committee of that organization took the following action:

"We approve the action of Mr. Silver in requesting the Tariff Commission to determine the facts relative to tariff on Canadian cattle, and we request the commission to determine

the facts and effects on the cattle industry of the United States."

In forwarding a copy of this action, the Washington office of the American Farm Bureau Federation explained that it "does not ask for a lower tariff, but for an investigation of the question."

*Third*—Your assumption that the application for the removal of the import duty on Canadian stockers and feeders is "supported by the findings of the official body [United States Tariff Commission] created to investigate the subject of customs tariffs" is an astonishing misinterpretation of the report and recommendations of that body. If you will read this report again (Tariff Information Series No. 30), I feel confident, that you will hasten to correct your misstatement.

In that report the commission discusses at length the form of import duties on live stock and meats—whether they should be ad valorem, specific, on the basis of age or weight, etc.—and its conclusions are thus stated:

"The simplest graduation in duty per pound of live weight would be on the basis of average differences in price of stockers and feeders as compared with beef steers on the Chicago market during a series of pre-war years. Thus from 1910 to 1916, inclusive, stockers and feeders averaged 74 per cent as high as native beef steers. This would suggest a proportionate duty per pound live weight. With some allowance made for hides and offal, and assuming a dressing percentage of 55 for imports of fat cattle, a duty of 3½ cents per pound on dressed beef corresponds to a duty of 2 cents per pound live weight on fat cattle and 1½ cents per pound on stockers and feeders. A further refinement would be a duty of 2 cents on fat cattle, 1.6 cents on feeders, and 1.4 cents on stockers. The latter would be more equitable for cattle of the Mexican type, but would complicate somewhat the administration of the duty. For this reason the simpler levy would seem preferable; it deals with approximate fairness with all classes. . . . A proper division in weight between fat cattle and the lighter class would be approximately 1,050 pounds. Thus the higher rate should apply to animals weighing 1,050 pounds or more. The more fleshy feeders which are received from Canada would then be dutiable in the fat-cattle class, but such animals are normally competed for sharply by the packers and, if put on feed, usually are returned to the markets in a comparatively short time. This weight division would deal with the stocker and feeder class with approximate fairness." (Pp. 87 and 88.)

From the foregoing extract you will observe how closely the tariff act of 1922 followed the recommendations of the United States Tariff Commission.

*Fourth*—The extracts from the alleged brief of Mr. Silver which you quote so approvingly, "that the effect of the cattle tariff is to lower Canadian prices rather than to raise ours," and from the memorial filed by the Western Cattle Growers' Association of Calgary with the United States Tariff Commission, that the present duty is of "no benefit and of considerable detriment to the cattle industry of the United States," do not square with the views of the United States Tariff Commission, and are not shared by anyone well informed on live-stock conditions and prices in this country. We quote from the report of the Tariff Commission:

"With the return of the United States to an import basis, in 1920, a duty, if imposed, would naturally be effective in the interest of the domestic producer. This occurred under the emergency tariff act." (P. 4.)

"Imports of feeder and stocker cattle compete with similar domestic animals and indirectly with domestic fat animals. . . . Such importations have a tendency to cheapen the prices for similar domestic cattle." (P. 5.)

"Free entry of cattle into the United States has been a valuable asset to the Canadian producer." (P. 79.)

"As illustrating the effect of the emergency tariff on domestic beef prices, which of course control cattle prices, Table 21 is also presented. It will be noted that the price of beef in the United States averaged considerably lower after June 1, but that the price of beef in foreign markets declined still more. In other words, it would seem that, with the United



States on a small import basis, the duty held domestic prices substantially above the international level after June 1." (P. 81.)

Why do you suppose the county farm bureau in Pennsylvania filed its application for the removal of the import duty on Canadian stockers, if not in the hope of securing cattle for feeding at a lower price? I am afraid that you are not aware that this country raises all the young cattle it needs for feeding, and that you are ignorant of the fact that the raisers of stockers and feeders in this country have been receiving less than the cost of production for the past two years. Surely it cannot be the desire of the National City Company further to impoverish the range men of the West.

*Fifth*—We quote from your article:

"The sponsor for this duty was the farm bloc, and the case illustrates the evils of any domination which suppresses freedom of individual action in the Congress;"

and you broadly intimate that, if Canada could ship more cattle and agricultural products into the United States, this nation would be able to sell Canada a larger proportion of our manufactured products.

The well-known policy of industrial interests as to the tariff, and the attitude taken by you in the instant case, well explain why the farm bloc came into existence. It will probably continue as a militant bloc until there is a fairer recognition by all other interests of the rights of the farmer and stockman to the same measure of benefits under the tariff as is claimed by other industries.

I am forwarding for your information copies of some papers containing the views of stockmen and feeders on this question.

I trust you will now carefully investigate this matter and make proper correction in your review.

Yours very truly,

T. W. TOMLINSON,

*Secretary, American National Live Stock Association.*

## PACKERS' RETAIL SHOPS

**I**N CONTRAST with the attitude taken by our own packers on the question of meat-retailing, as exemplified in the clause which they had incorporated in the Consent Decree perpetually enjoining and restraining them from owning and operating retail markets in the United States, is the large and growing retail business of the Vestey interests in Great Britain. This concern now operates about five thousand shops throughout the United Kingdom.

The manner in which Vestey Brothers got into the retail field, as related by Charles J. Brand, marketing specialist of the Department of Agriculture, who has made a study of these conditions on the ground, is interesting. Twenty-five years ago there existed in England a strong prejudice against frozen meat, which was declared practically unfit for human consumption. To overcome this antipathy, the Vesteys, who were then preparing for export large quantities of frozen beef in their South American plants, were compelled to engage in the retail trade. And not only have they by this means succeeded in establishing a permanent market for the frozen product,

but this branch of their manifold operations has proved such a profitable and tempting one that they are ever expanding it.

A similar motive, of course, does not exist in the case of American packers, whose trade is established. But it shows what can be done, and what a step unwillingly taken may eventually lead to. The argument for concentrating a share of the meat retail trade in the hands of our packers is based solely and simply on distributive economy and price regulation. Through a system of chain stores, efficiently managed, savings could be effected in the process of distribution that should greatly benefit both producer and consumer; and by lowering the price of meat a stimulation would be given to consumptive demand more effective than that brought about by any other method—a phase to which the packers themselves cannot afford to shut their eyes.

The number of meat-retailers in America has multiplied beyond all reason. It has come to this that a man who has failed in everything else turns to carving his fortune out on the meat block as a last resort. Such a system naturally is fearfully wasteful; and everybody but the fellow in the apron suffers from it. If we could have a few big, centrally located stores in each large community, with all middleman's charges eliminated and overhead expenses reduced to a minimum, a check would be supplied on the little private trader, who would either have to meet the competition or quit.

For some reason or other, our packers demur to this innovation. Perhaps they find that they have their hands full as it is, and are loath to assume new responsibilities. Against this view may be cited the experience of the Vesteys, whose activities comprise every imaginable form of meat production, transportation, and distribution, and who are constantly expanding them in all directions. And as bearing upon a possible reluctance on the part of the packers to antagonize butchers' organizations, with which they have made it their well-defined policy to carry on intimate relations, may likewise be mentioned the statement by Lord Vestey, as quoted by Mr. Brand, that the prejudice against his concern in England, both from wholesalers and retailers, is negligible. At any rate, whatever enmity or individual hardship might be caused by this step would be much more than compensated for by the increased good-will and prosperity of both producer and consumer—more important elements in the population than the meat-retailer. In times like these, it seems to us, any device that holds out promise of contributing to such a result cannot in fairness be ignored.

Let our packers declare their willingness to have the meat-retail clause eliminated from the Consent Decree.

## PACKER STOCK IN STOCK-YARDS

ON DECEMBER 18, 1919, Attorney-General Palmer announced the pact entered into between himself and the Big Five—generally referred to as the "Consent Decree"—by the terms of which the packers, among other things, agreed to divest themselves of their stock-yard holdings, subject to the approval of the Supreme Court of the District of Columbia, in whose hands the enforcement of the decree was left. Wilson and Cudahy long ago disposed of their stock. On April 28, 1923, Morris & Co. reported that they had sold a substantial portion of theirs. Less success has attended the efforts of Armour and Swift.

In a report dated March 22, 1923, Henry W. Anderson, trustee for the stock-yard interests of the latter two firms under appointment by the court, states that "a constant inquiry as to any possible opening which might be presented for the sale of the stock, at a reasonable price," has been kept up, but as yet they "have been unable to receive any offer for said stock or any substantial part thereof." "Bankers, business men, and others" ("others" including shippers and producers) have been interviewed by the trustee "as to whether it would be practicable at this time to sell the stock," and "the testimony was generally to the effect that such sale would not be practical." Various witnesses are said to have testified that "any sentiment which had heretofore existed for the segregation of the stock-yards from packer interests or control had largely died out, and that this result had been further contributed to by the enactment and operation of the Packers and Stock-Yards Act." As the only exception to this consensus is mentioned E. L. Burke, of Omaha, "who still felt that the packers should be required to sell their stock in the stock-yards and the management be entirely divorced from packer interest."

There the matter rests; and, from present appearances, there it will continue to rest for a time yet. A further extension until October 3 has been granted defendants; but there is no reason to suppose that this will alter conditions materially. While it is undoubtedly true, as pointed out by Mr. Burke in his article in *THE PRODUCER* for March, 1923, that the agreement has received the unqualified indorsement of the American National Live Stock Association, that the producers are the ones primarily to be consulted, and that packer divorcement from stock-yard ownership was not made part of the Packers and Stock-Yards Act simply because it had already been taken care of in the Consent Decree, it is difficult to see how the terms of the agreement can be lived up to if no buyer can be found. After every means has been exhausted to dispose of the stock at a fair figure, no blame should attach to either the packers or the trus-

tee for failure to sell. Another thing is, of course, that a false or strained interpretation of public sentiment should not be allowed to serve as an excuse for dropping the matter or for imagining that this part of the decree has been forgotten. Those responsible will still be expected to exercise the utmost diligence and carefully watch their opportunities for a complete enforcement of this provision.

## FARM PRICES AND WORKERS' WAGES

COMPARING PRICES paid the producer of food with wages paid the city artisan, a Virginia farmer has made the following calculations, which throw into striking relief a discrepancy that helps explain the migration from the country to the industrial centers, as well as the state of mind of those who remain behind:

It takes 63½ dozen, or 762, eggs to pay a plasterer for 1 day of 8 hours' work. It takes 17½ bushels of corn, or a year's receipts from half an acre, to pay a bricklayer 1 day. It takes 23 chickens, weighing 3 pounds each, to pay a painter for 1 day's work in New York. It takes 42 pounds of butter, or the output from 14 cows, fed and milked for 24 hours, to pay a plumber \$14 a day. It takes a hog, weighing 175 pounds, representing 8 months' feeding and care, to pay a carpenter 1 day's work.

True, as Senator Brookhart, of Iowa, points out, protesting against what he considers their implied message, these figures do not tell the whole story. Prices received by the farmer bear little relation to prices charged the city consumer, he informs us. Furthermore, earnings of many mechanics are seasonal, and it is necessary to fix a high wage scale during the time they work to take care of the time they do not.

Nevertheless, such figures serve to emphasize, as few other things would, the whole lopsided condition of our economic development; they forcibly stress what may be attained through intelligent co-operation; and they illustrate the utter foolishness of those who advocate political alliance between the farmer and the workingman.

"Who sees the way out?" sighs the Virginian. "Follow our example and organize," answers Samuel Gompers, pointing with justifiable complacency to the achievements of labor's close-serried ranks. Pure imitation, however, will not do. Agriculture's interests are too variegated, and in part too mutually antagonistic, to permit of nation-wide organization on trade-craft models. But, within the limits prescribed by natural conditions, progress, it is clear, must in the future lie along the path of team-work.

## Deceased

ROBERT TAYLOR, Ovina, Nebraska.



# WHAT THE GOVERNMENT IS DOING

## SECRETARY WALLACE ON WHEAT SITUATION

**S**PEAKING OF THE WHEAT SITUATION, and the various methods proposed to relieve it, Secretary of Agriculture Wallace recently gave out this statement:

"The ruinously low price of wheat is not a new agricultural disease. It is just one more acute symptom of the general trouble from which agriculture is suffering. The disease itself is the distorted relationship between prices of farm products and prices of other commodities. This is not a new diagnosis. It has been pointed out from time to time for the past two and one-half years. The sooner people engaged in commerce and industry frankly recognize the trouble, the better it will be for all of us. The farmer could get along fairly well with present prices of what he has to sell if prices of what he must buy were down accordingly. But prices of other things remain high. That is what hurts. Wages in industry and on the railroads are almost twice as high as before the war. Taxes are about twice as high. Freight rates are from 50 to 75 per cent higher. Metals, building materials of all kinds, are from 50 to 100 per cent above pre-war prices. All of these are items in the farmer's cost of production. Until a fair relationship is restored between agriculture and industry and commerce, agriculture will be upset and will have reason to complain. If the present plane of prices of commodities other than agricultural is to be maintained, then, to have general prosperity, agricultural prices must be brought up. That probably means that agriculture must be got off the international market.

### WHEAT-FARMER HARD HIT

"With wheat selling for considerably less than the cost of production, hundreds of thousands of specialized wheat-farmers are having a mighty hard time of it. In the diversified farming region east of the Missouri River wheat is but one of several crops, and the trouble is not so serious. But in the spring-wheat belt of the Northwest and the winter-wheat belt of the Southwest, where wheat is the main crop, wheat-growers are suffering severely. Thousands of wheat-farmers will go bankrupt. Other thousands will be able to hold on only by the practice of the most grinding economy.

"It is not long since the corn-farmer went through just such an experience. So also the cattle-grower of the range states (who is not yet out of the woods), the potato-grower, some of the fruit-growers, the rice-growers. The case of the wheat-grower is made worse because most of our wheat goes into the channels of trade. However, because of the low price, less of it will be sold as wheat this year, and more of it fed.

### WHAT CAN BE DONE?

"The pressing question is: What can be done to help the wheat-growers get more nearly the cost of production for this year's crop? Some urge that the government ought to fix a fair price. That could be done only by the government preparing to buy unlimited quantities at the price fixed. Others suggest that the government go into the market and buy 200,000,000 bushels of wheat and store it, on the theory that taking that quantity off the market would send up the price to a fair figure. I am not hopeful of good results from either of these plans. How would the government dispose of the surplus accumulated? What effect would either action have on wheat acreage? What effect would it have on the acreage and price of other grains and of live stock? Would the same policy be adopted in case of ruinously low prices for other farm products? The wheat situation is bad enough in all conscience, and cer-

tainly the majority of our people would favor any practical method of helping; but we ought to be reasonably sure that the remedy attempted will do the farmer more good than harm and will not make our situation worse instead of better.

"Whether these acute situations might be relieved if the government should set up an agency with large authority to handle our surplus farm products in its discretion, and provide it with ample funds, I do not know. I do not believe anyone knows.

"Almost everyone who comes back from Europe tells of large crops, and assures us that Russia will this year export large quantities of wheat. I do not think many of our European travelers have an opportunity to secure reliable information on this point, but all such stories tend to have a bearish effect on our own wheat prices. A gradual decline in our exports of grains and meats is to be expected. We cannot hope to keep them at the high rate of recent years. But these exports are not going to vanish overnight. Europe will continue to buy large quantities of us for some time.

### RAILROADS CAN HELP

"Our railroads could help in this trouble by making some reduction in freight rates on farm products. How far the western grain-carrying roads can go in this direction under their present operating expenses I am not prepared to say, but the roads running east from western primary markets ought to be able to make some substantial reduction in freight rates on all grain, flour, live stock, and meat products, especially if destined for export. If our railroad rate men would take the farm situation to heart, and get down and study it as one of their own problems, I believe they could help a great deal.

### WHEAT ACREAGE REDUCTION

"Economic forces are steadily grinding away to remedy some of the farm troubles. The low price of wheat this year will in itself bring some reduction in acreage. This is clearly indicated by the department report on farmers' intentions to plant, which was made public August 15. The acreage of winter wheat has been greater than usual in the states east of the Missouri, because for a number of years it was paying better than corn. Now corn is more profitable. In the spring- and winter-wheat belts proper a forced reduction in acreage is coming, because thousands of wheat-growers who have been barely hanging on will be driven out by the ruinous prices of this year. It is a terribly hard situation for the individual, but those who remain will be benefited.

"High wages in the cities and low wages and prices on the farms are forcing a large movement from the farm to the city. Under conditions which now prevail, this seems to be an economic necessity. Because of high wages and low prices, more and more farmers are adjusting their production to what they can grow with their own labor. All this tends to bring farm production more in line with what the consumers will buy at a fair price."

## COMMISSION CHARGES EFFECTIVE SEPTEMBER 15

September 15 has been fixed by Secretary Wallace as the date when the new commission charges at Chicago, Kansas City, Omaha, and St. Paul are to go into effect.

"Some paper, THE PRODUCER—the best in the business. More power to you!"—GEORGE RICHARDSON, Denver, Colo.

### DECISION IN MIXED-CARLOAD CASE

**A**FTER MANY HEARINGS AND REHEARINGS, reports and reversals, the Interstate Commerce Commission last month issued its decision in the mixed-carload case brought by the National Live Stock Exchange against the carriers on July 25, 1920. The decision, which is to become effective on or before September 28, 1923, orders the defendants to establish a rule for the transportation of mixed-carload shipments of live stock which will result in the application of charges not in excess of those which would accrue under the following rule:

"(a) When cattle, calves, hogs, sheep, lambs, goats, kids, horses, and (or) mules are shipped in mixed carloads, charges shall be based on the carload rate and minimum weight for that kind of stock which on a straight-carload basis produces the highest charge, subject to the exceptions in (b) and (c) below.

"(b) In no case, except as provided in paragraph (c), shall the charges per car be less than on a straight carload of the highest-rated kind at actual weight of the mixed shipment.

"(c) Charges on mixed-carload shipments of cattle and calves shall not exceed charges computed on basis of the cattle rate at actual weight of the entire shipment, or at the cattle minimum weight if greater."

This ruling will effect a substantial saving on every carload of mixed live stock shipped to market. The chief beneficiaries, of course, will be the small individual shippers and those who are sending their stock to market co-operatively.

### MINIMUM CARLOAD WEIGHT OF HOGS REDUCED

**E**FFECTIVE OCTOBER 1, an order of the Interstate Commerce Commission establishes a minimum weight of 16,500 pounds per 36-foot car on hogs, instead of the 17,000 pounds hitherto prevailing. On a 44-foot car the highest minimum shall be 20,400 pounds, and on double-deck shipments the minima are to be, respectively, 23,000 and 26,000 pounds.

This action by the commission follows extensive hearings held five months ago at Excelsior Springs, Missouri, at which the shippers asked for a minimum carload weight of 16,000 pounds.

### STOCK-YARD HEARINGS POSTPONED

**B**Y ORDER of the Secretary of Agriculture, under the Packers and Stock-Yards Act, the hearing in the case concerning reweighing charges at Chicago has been continued from August 27 to September 17. The reweighing tariff, which previously had been suspended, has been suspended for another thirty days from September 30.

An order has likewise been issued continuing from August 24 to October 1 the hearing on a similar reweighing tariff established at the Omaha stock-yards. The schedule in question has been suspended for a further period of thirty days.

### WAR FINANCE CORPORATION LENDS LESS MONEY

**I**F THE ACTIVITIES of the War Finance Corporation may be taken as a criterion, agricultural conditions during the twelve months ended June 30, 1923, were vastly improved over those of the previous fiscal year. New loans during the former period were only \$43,761,761, in striking contrast to the total of \$279,060,319 lent in 1921-22, while \$146,107,000 was repaid in 1922-23, against only \$142,733,000 during 1921-22. Since the corporation has been functioning under its extended powers, it has authorized loans of nearly half a billion dollars for agricultural and live-stock purposes.

In a letter received from Eugene Meyer, Jr., managing director of the War Finance Corporation, the policy of the corporation with respect to live-stock loans is thus outlined:

"There should be no uncertainty as to the policy of the War Finance Corporation with respect to loans. In accordance with the provision of the Agricultural Credits Act, extending until March 31, 1924, the period during which the corporation may make advances, the board is ready at all times to receive and carefully consider any applications submitted to it by loan companies or banking institutions which are in position to conform to the requirements of the law under which the corporation is operating. There has been no attempt on the part of the corporation to force the liquidation of its live-stock loans, and it has given sympathetic consideration to all requests for renewals.

"It has been the practice in most cases to renew primary obligations—that is, the obligations of the loan companies or banks—for periods of six months. This has been done for the purpose of insuring semi-annual inspections and of giving an opportunity to review the status of the loans twice a year. The situation with respect to collateral notes—that is, the notes of the stockmen themselves—is somewhat different, and the board has no fixed policy regarding such renewals, but considers each case on its merits, taking into account the special conditions and circumstances connected therewith."

### DEPARTMENT OF AGRICULTURE IN ALASKA

**H**ENRY C. WALLACE, Secretary of Agriculture, who accompanied President Harding on his trip to Alaska, for the purpose of studying on the ground the important work which his department is doing there, recently gave out the following information regarding conditions in that territory:

"There are fifty-one employees of the Department of Agriculture in Alaska. Of these, twenty-seven are in the Forest Service and have general supervision over 20,000,000 acres of government forest; eight are in the Biological Survey, six in the Bureau of Public Roads, eight in the experiment-station service, and two in the Weather Bureau.

"So far as the forests are concerned, there is absolutely no difference between our administration in Alaska and that in the various states. National forests in Alaska were first created by President Harrison in 1892. In 1905 all the forests were transferred to the Department of Agriculture. The forests are located mainly in the southeastern panhandle, extending up to within ten miles of Seward, from which place the government railroad starts. The total stand of timber approximates 80,000,000,000 feet. Sixty-five per cent is western hemlock and 20 per cent Sitka spruce. In 1906, 86 per cent of the lumber requirements of Alaska were imported and 14 per cent were cut from the national forests. By 1919 these percentages were reversed, 86 per cent of the local requirements being cut from the forests and but 14 per cent imported. The normal cut now is about 45,000,000 board-feet. We estimate that, in addition to supplying all lumber for local needs, the Alaskan forests can be made to produce continually 2,000,000 cords of pulp-wood per annum. The United States market now consumes about 6,000,000 cords of pulp-wood annually. Of the amount received from timber sales, which aggregated about \$824,000, including the fiscal year 1922, over \$205,000 was paid into the territorial road and school fund, which fund gets 25 per cent of all the government timber sold. There is no locking-up of the timber resources of Alaska, but quite the contrary.

"The Biological Survey is trying to help Alaskans establish the reindeer industry on a sound basis. It administers the laws protecting land and fur-bearing animals, and the federal bird and game refuges, enforces the Migratory Bird Act, and aids in the administration of the Alaskan game laws. Its work in Alaska is very similar to that in the states.

"Agricultural work proper is carried on at five experiment stations, located at Sitka, Fairbanks, Matanuska, Kodiak, and Rampart. These stations are conducted without cost to Alaska, although in the states the state governments bear most of the expense. The purpose at these stations is to study grains, other crops, and live stock best adapted to Alaskan conditions, with a view to helping Alaska to become self-supporting agriculturally.

"The department maintains an Office of Public Roads at

[Concluded on page 20]



# THE STOCKMEN'S EXCHANGE

## WHAT HIGHLAND HEREFORD BREEDERS ARE DOING

MARFA, TEX., August 8, 1923.

### TO THE PRODUCER:

Every week records the organization of a new association of range breeders for the direct marketing of their calves to Corn Belt feeders. The pioneer organization of this class is the Highland Hereford Breeders' Association, with headquarters at Marfa, Texas. It was organized in 1918, and its membership, which now numbers fifty-two, is restricted to the three counties of Brewster, Jeff Davis, and Presidio in the Big Bend of the Rio Grande in western Texas. This territory has an average altitude of nearly 5,000 feet above sea-level, which, with the equable climate, free from extremes of heat and cold, and the strong, nutritious grama grasses, contributes something to the ruggedness and quality of Highland calves.

Conditions now are exceptionally good, though many pastures need rain. Showers, however, are falling generally over the whole section. In spite of the fact that grass is burning in spots, our ranges and cattle average above normal. If we have general rains soon, our ranges will be excellent, and the cattle, already sleek and fattening, will go into the winter in better condition than for years. Some cows are fat enough to butcher, and during the past few days there has been some inquiry for this class of stock. A few good vealer calves have gone to the Pacific coast. There are practically no steers of any age left.

President W. B. Mitchell spent the month of June in the Corn Belt inspecting Highland calves in feed-lots and arranging sales for this fall. He traveled over 3,000 miles by auto in Missouri, Iowa, Illinois, Indiana, and Ohio, and saw 3,074 Highland calves and yearlings, all of which were doing well for their feeders. He made his report at the semi-annual meeting at Marfa on July 10, and a tentative schedule of ten sales, averaging 2,000 head of calves and yearlings, was adopted. The first sale will be held at Decatur, Illinois, on October 12, and others at intervals of a few days, until the American Royal Show and Sale at Kansas City in November.

John G. Imboden, of Decatur, Illinois, at whose farm Highland sales have been held for several years and where two sales will be held this fall, was made official fieldman for the Highland Association in the Corn Belt at the Marfa meeting. Mr. Imboden is arranging for a party of feeders to visit Marfa and the Highland country in September, prior to the opening of our sale season.

Transportation and consignment committees were appointed, and the details of routing, inspection, etc., are being worked out. Cattle for the sales will be inspected at the shipping pens, and those considered eligible will be marked with a metal ear-tag bearing the word "Highland-23."

A number of new members were admitted, adding approximately 6,000 head of breeding cows to the Highland herds.

Encouraging reports are continually coming from the central markets of high prices paid for Highland yearlings. Two

cars, fed in Illinois, recently sold for \$10.40 and \$11.30, respectively. Other lots have usually topped the market for the day. The bulk of Highland yearlings laid in by Corn Belt feeders last fall will go to market between now and November 1.

H. T. FLETCHER,

Secretary, Highland Hereford Breeders' Association.

## CHICAGO HIGH-SCHOOL BOYS GET PRACTICAL FARM KNOWLEDGE

CHICAGO, ILL., August 21, 1923.

### TO THE PRODUCER:

Pitching hay, harvesting and threshing grain of all kinds, currying horses, milking cows, gathering eggs, and feeding Shorthorn cattle, and other kinds of beasts and fowl, will be the daily routine for six weeks of twenty boys of the Parker High School, who are gaining practical knowledge of agricultural work on the Lake Forest farm of Thomas E. Wilson, the packer. The course is under the jurisdiction of the Chicago Board of Education, and Professor F. B. Post, agricultural instructor at the Parker High School, will supervise the boys' duties during their stay at the country place of Mr. Wilson, who has offered the use of his farm for the course. Suitable credits will be given the boys for their work and study.

While the course on the farm means hard drilling at this time of the year, the boys will have sufficient time set aside for them to study the theoretical side of farming, as well as for recreation. Mr. Wilson has agreed to give the boys as much time as he can, and, as he lives at the farm during the summer months, the boys are looking forward to an interesting time.

Superintendent John Dickson, in charge of Edellyn Farms, as Mr. Wilson's country place is known—an authority on farming, live-stock breeding and raising—will devote his entire time to the boys. The course includes grain-growing and harvesting, gardening, live-stock and fowl-breeding, as well as soil fertilization and map-drawing. The farm is noted for pure-bred Shorthorn cattle and its many pure-bred sheep, pigs, and practically every kind of fowl that thrives in this part of the country. Grains of every character are grown, so that the boys will have a splendid opportunity of having a complete course of farming to support their theory.

The boys are camped on the farm and live in regulation army tents, have their own cook, and will enjoy the great outdoor life to the full.

Camp Wilson—the name the boys have given their camp—is conducted in strict military fashion, so that each boy is accounted for and is under constant, though not obtrusive, supervision—impersonal as far as he himself is concerned, and never seeming to interfere with his personal privileges and freedom. Order and discipline prevail, just as at West Point, though less exactly. The boys rise at reveille, and their day's activities are regulated with military promptness and precision.

Each boy is made to feel his responsibility and independ-

ence, and Mr. Wilson has placed them on an hourly wage scale for their work on the farm.

Edward Wilson, son of Mr. Wilson, is working along with the boys and plunges into their activities just as enthusiastically as any of them. After working hours, baseball, hay-rack rides, and other pleasures are indulged in.

"This will be a splendid opportunity for the boys to gain practical knowledge of the course they are taking in our Parker High School," said Professor Post. "It is something needed very much; for, as agriculture is more and more recognized as the basis of our prosperity, it is necessary to do more for the boys who are interested in this work. I feel that these city high-school boys have a wonderful opportunity, through this experimental journey into the realms of practical farming, to accomplish a training they shall ever remember, and, in addition to the health they obtain, it will remain with them as a valuable asset for many years. At present the city boy who wants to become a farmer has few opportunities of studying this important science, and we are hopeful that this experiment will be productive of much good where needed. The good work begun, we believe, will find expression in a multiplication of similar groups in future years, resulting in the addition of many city chaps to the farms of our nation."

Dean C. F. Curtis, of the Iowa Agricultural College, Ames, Iowa, has been a visitor at the camp for a few days, as the guest of Mr. Wilson, and he gave the boys a lot of sound advice. He hoped that a similar movement might be started in Iowa.

FRED A. ROCHESTER,

Manager, Public Relations Department, Wilson & Co.

## MARKET HIGHER THAN RANGE PRICE IN NEW MEXICO

BUCHANAN, N. M., August 13, 1923.

TO THE PRODUCER:

For the first time during my sixty-one years in the range business, prices have been better at the markets than on the range.

Every day, in every way, we have been getting drier and drier of late. The ranges are brown, with here and there a green spot. Everything has been done for the cowman, and everything done to him. The only thing I can think of adding is a brand on the forehead: "FOOL—CROOK—BANKRUPT."

Banks and loan companies have gone as far as they will, and a general show-down is now in order. However, they have been very helpful and patient; so we will put away our troubles and wait for the rainy day.

JOSEPH DE GRAFTENREID.

## DENVER EXCHANGE PROTESTS AGAINST REDUCING CATTLE DUTY

A VIGOROUS PROTEST has been forwarded to the United States Tariff Commission by the Denver Live Stock Exchange against the reduction in the import duty on Canadian cattle proposed by Gray Silver as representative of certain farm bureaus in the East. "To the South, West, and Northwest the change suggested would be disastrous," says the protest. "The ruinous result to the entire range country of the proposal contained in Mr. Silver's application cannot be over-estimated."

"I think THE PRODUCER is one of the best papers devoted to the live-stock interests, and it is very attractive in make-up."—H. T. FLETCHER, Marfa, Tex.

## DEPARTMENT OF AGRICULTURE IN ALASKA

[Concluded from page 18]

Juneau, which has charge of the road and trail work in the national forests. Our work with public roads in Alaska is exactly the same as it is in the national forests in the states. Outside the national forests, the road work is carried on by the Alaskan Road Commission or the Territorial Road Commission, and with this the Department of Agriculture has nothing to do.

"The department maintains a Weather Bureau office at Juneau, with a meteorologist and an assistant in charge. In addition, we have ten special meteorological volunteer reporters who collaborate with the bureau by transmitting daily telegraphic weather reports.

"According to census figures, the number of farms in Alaska increased 64 per cent between 1910 and 1920; the improved land in farms, 116 per cent; the value of all farm property, 68 per cent; the value of buildings, live stock, implements, and machinery, 76.9 per cent. The white children of Alaska under fifteen years of age increased 49.7 per cent during the decade, and the number of families 7 per cent, while the Chinese, Japanese, and negroes decreased 77 per cent. Imports and exports increased 238 per cent, not including shipments of gold and silver. While the decrease in imports for Alaska in 1922, as compared with 1920, amounted to 28 per cent, the decrease of imports for the United States as a whole for the same period amounted to 41 per cent."

## JANUARY-JUNE MEAT CONSUMPTION

FROM ARMOUR'S "Monthly Letter to Animal Husbandmen" for August, 1923, we quote the following paragraphs relative to the consumption of federally inspected meats for the first half of the current year:

"During the first half of 1923 the total consumption of beef and veal amounted to 2,494,000,000 pounds, against 2,375,000,000 pounds in the same period last year—an increase of 8 per cent. Per-capita consumption was 22.5 pounds this year, against 21.9 pounds last year—an increase of 0.6 pound. Comparing the corresponding prices on live stock at the Chicago market, we find that good steers averaged \$9.81 this year, while they sold at \$8.61 in 1922, this year's price being 14 per cent higher than last year's. Veal calves averaged \$9.26 this year, while in 1922 they brought only \$8.35, the price being 11 per cent higher than last year's.

"Consumption of mutton and lamb during the first half of 1923 was 229,000,000 pounds, against 209,000,000 pounds during the same period of 1922—an increase of 10 per cent. Per-capita consumption increased from 1.9 to 2 pounds. Chicago prices, however, show that, while lambs last year were bringing \$13.11, this year they brought \$14, or an increase of 7 per cent. Sheep, furthermore, were selling at \$7.50 last year, while this year they brought \$7.58, or 1 per cent over last year's price.

"While beef, veal, mutton, and lamb during the first half of 1923 have been produced and consumed in greater quantities than last year, the increase in volume has been comparatively modest. On the other hand, hog and pork marketings have been excessively heavy during the same period; in fact, never before have such numbers of hogs and quantities of pork been offered for sale as in the past winter and spring. During the first half of 1922, 2,633,000,000 pounds of pork were consumed on the domestic market, while 324,000,000 pounds were shipped to foreign markets. This year, however, the domestic consumption amounted to 3,330,000,000 pounds, or 26 per cent more than last year. At the same time the export was 472,000,000 pounds—an increase of 46 per cent over last year's export. The big increase in domestic consumption can be brought out very clearly by stating that, while per-capita consumption last year was 24.2 pounds, this year it amounted to 30.2 pounds.

"In the face of such enormous quantities of pork offered for sale, it could not be expected that prices would maintain their former level. While medium-weight hogs in the first half of 1922 were sold at Chicago for \$10.04, this year they brought only \$7.97—a decrease in price of 21 per cent.

"Total consumption of federally inspected meats during the first six months of this year has been 16 per cent over last year's consumption, and per-capita consumption has increased from 47.9 to 54.9 pounds."



# THE MARKETS

## LIVE-STOCK MARKET IN AUGUST

BY JAMES E. POOLE

CHICAGO, ILL., September 1, 1923.

**AUGUST DEVELOPED A BEEF SHORTAGE.** Not that cattle were scarce in a numerical sense, as every market on the map was full of them. Toward the middle of the month Kansas City began a series of record-breaking performances, digesting over 51,000 cattle on a single Monday session; but it was anything save a crop of beef. At Chicago the top price on finished bullocks advanced rapidly from \$12 to \$13, registering at \$13.10 before the end of the month, and at Missouri River markets finished cattle were relatively higher. As usual under such conditions, the next-best grades, selling at \$11 to \$12, got out of line, as killers could utilize the product of such bullocks for substitution purposes. Beef advanced at wholesale in proportion, and at retail disproportionately; but the public did not balk at prices. In fact, the comatose dressed market of July developed breadth and activity as August worked along. From the inception of the rise until the culmination point was reached late in August, most fat cattle advanced \$1 per cwt., some of the middle grades showing even more gain. So far as feeders were concerned, the big money was in steers selling at \$10 to \$11.50, practically all of which were merely warmed-up beasts, showing good margins of profit over first cost and paying substantially for the feed-bill. The history of the business is that feeding corn on an advancing market is usually profitable, for the reason that the majority lacks sufficient courage to do it. It must be admitted that for months previously there had been no incentive to put weighty cattle on feed, as they were the last thing killers wanted. During that period discouraged feeders cashed winter holdings, vowing never to feed another heavy steer. When liquidation had run its course, killers developed an appetite for heavy beef, buyers riding their horses lame in quest of it, going to the length of picking individuals out of full loads. Anything with quality and finish weighing 1,400 to 1,600 pounds was regarded as a prize package, buyers making arrangements with salesmen for prior bidding privileges. It must be admitted that such cattle were relatively few; otherwise they would not have been courted.

### Advance Attracts Medium Stuff

This somewhat spectacular advance in prices attracted increasing supplies of warmed-up steers. Under the stimulus of scarcity, buyers went to them greedily; but the moment they had access to a few more than were actually needed, values melted away, until much of the medium stuff that previously "got by" looked 75 cents to \$1 per cwt. lower. About this time killers had access to the initial run of western grass beef, enabling them to hammer short-fed natives and making a good market for grass steers with sufficient weight and quality to make them eligible to \$9 or better. Chicago was well supplied with decently short-fed cattle most of the time, but at Missouri River markets scarcity forced killers to curtail operations, and at one time it would have been possible to ship fat cattle from Chicago westward at a profit—a condition rarely existing. It was in striking contrast to what happened a year ago, when the whole Corn Belt was full of long-fed cattle and commission men were constantly making pleas to "hold 'em back." At that

time corn was considered a liability rather than an asset, instead of selling at a premium over wheat, as was the case this year.

### Difficulty in Disposing of Cheaper Grades

At the high time killers got no decent fed steers below \$9, and they showed no partiality for cheaper grades. Highly paid artisans and laborers persistently and consistently refuse to eat inferior, or even nondescript, beef. Probably this will be their attitude while they continue in funds. While steers costing \$11 to \$13 per cwt. did not require salesmanship at the market, getting rid of cattle selling at \$6 to \$8 was a difficult job, unless they appealed to feeders. At Fort Worth Texas grassers sold as low as \$5, and every market on the map displayed bovine junk that had no definite value. Yearlings were in much the same condition as big cattle. If finished, they were wanted at \$11 to \$12, and even higher if in the specialty class, while a lot of stockery yearlings, that had eaten just enough corn to make them undesirable from the feeder's standpoint, sold from \$9 down.

### Market Remains Fickle

Despite this apparent prosperity, the market has been notoriously and provokingly fickle and unreliable—an apparently irremediable condition. Every bulge in prices has attracted a heavy run, thus playing into the hands of buyers, who were on the alert to take prompt advantage of such opportunities. Thus those reaching the market one week were able to pocket substantial profit, while the slump of the ensuing week put some operators "into the red." However, feeders have made money, as a rule, even at the advanced cost of corn, and are out to get more of the same kind, as indicated by the avidity with which they have poured their money into the stock-cattle hopper since the fat-cattle market redeemed itself.

### Retail Beef Prices Exorbitant

The beef situation is decidedly healthy. Packers admit making money by their turn-over, and the retailer is "getting his." Prices to the ultimate consumer are exorbitant in many cases, especially when the common practice of substituting inferior beef for good, and the misrepresenting quality of the art of salesmanship, are considered. Less substantially remunerated labor could not maintain its present purchasing pace—a fact not to be lost sight of in making forecasts.

### Healthy Trade in Heavy Cattle

Indications point to a healthy market right along for all kinds of cattle carrying a little weight—1,200 pounds and up. Yearlings are plentiful, and, unless well finished, are penalized. All season the market has been literally deluged with steers and heifers of this character, and the manner in which heifers have been penalized, especially if weighing over 800 pounds, has provoked protest. When yearlings are scarce,

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buyers overlook a few heifers; but once the big end of the stick gets into their possession, a heifer becomes as objectionable as a Senegambian at a K. K. K. assemblage. Killers assert that heifer beef is wasteful and otherwise objectionable, but in a pinch they can utilize it.

#### Grass-Fed Steers with Quality to Be in Demand

Good cattle are in strong position; the immediate future of short-feds and grassers is somewhat debatable; but this much is certain, that qualified grassers with a flesh covering will get feeder competition right along. That the big end of the yearling crop has been garnered is everybody's secret, and, as the residue is getting into good condition, it will be eligible to good prices. This should develop an outlet for fat, light western steers, as the bulk of the cattle put on corn recently have carried weight. Beef consumption is notoriously fickle, but the industrial situation is healthy, and there can be no serious development of unemployment for several months at least, as a huge building campaign is under way, road construction and repairing is a prop under the labor market, and a pay-roll means that beef will be bought. That commodity is no longer contending with cheap pork, placing it in a much better strategic position than a few weeks back.

#### Hogs Stage Spectacular Come-Back

Just as the discontent-propagating politicians were harnessing hogs with wheat, the former dodged team-work. In July, when average cost of hogs was flirting with \$6.50 per cwt., the two markets resembled twin evils, from an agrarian standpoint. In fact, the price of hogs did cut a figure in the Minnesota senatorial campaign. But hog prices did a "come-back" performance, both spectacular and timely. From \$6.50 the average price sprinted upward, crossing the \$8 line in almost less time than is needed to relate the story, and before the end of August \$9.60 had been paid for light grades, developing confidence in a September \$10 market. In view of continued heavy receipts at all markets, this is a noteworthy performance. It has proved effective in restoring confidence in hog production and arresting liquidation of breeding stock. Growers who were disposed to reduce or eliminate breeding herds a few weeks back have changed their attitude, and, surprising as it may seem, there is actually a healthy demand at Kansas City and St. Louis for stock pigs.

#### Sows Being Dumped Liberally

Packing sows have sold at a \$2 lower basis than good light and medium butcher grades, the former going at \$7 to \$7.50 and the latter at \$9 to \$9.50 late in August. The country has dumped sows into the market in such numbers as to create a mid-winter run at midsummer—a condition without precedent. Packers have taken the crop in a manner suggesting

that they were either bolstering the market or that the stuff was well worth the money. They have had little competition on packing sows, while everybody in the trade has scrambled for good light hogs weighing 170 to 220 pounds, the product of which goes largely into fresh-meat trade. Small packers have managed to hold their ground, and are evidently in the business to stay. They are catering to fresh and semi-perishable meat trade, letting the big packers make standard cuts and refine lard. Not a whimper has been heard from the big packer camp about losing money on hogs, and it is probable that, when balance-sheets are made up, the season's operations will be found to have been profitable. During the low-price period packers put away a lot of hog product that was vended to advantage on the subsequent rise. At all times there was latent bullish energy under the market, awaiting slight cessation of supply to become active.

#### Slaughterings Break Records

During the first six months of 1923 total hog slaughter in the United States was approximately 5,000,000 head monthly. Official records, which do not include at least 15 per cent, give 27,009,496 for the six-month period, compared with 21,523,036 last year. June official slaughter was 4,302,533, compared with a three-year average of 3,743,500. An average live weight of 227.14 pounds was considerably above the average of the past five years—the result of corn plenitude and an effort to get rid of it by the hog-market route.

#### Domestic Consumption and Exports Heavy

Both domestic consumption and export demand continue on an enormous scale. During the first six months of 1923 exports of lard and meats exceeded those of the same period last year by 308,000,000 pounds. All through July and August weekly exports have been anywhere from 30,000,000 to 35,000,000 pounds weekly, Germany purchasing lard on a stupendous scale. The present prospect is that stocks of meat and lard will be cleaned up by December 1, putting the market in an excellent technical position to absorb the maturing hog crop.

#### Summer Lamb Trade Phenomenal

No apologies for the performance of the summer lamb market are in order. It has been a phenomenal trade, even under a swelling movement of western stock, which usually exerts a depressing influence on values during the latter part of August. Range lambs have sold at \$13.50 to \$14 per cwt. to killers and feeders, and a few thin western lambs have gone to the country at \$14.10 to \$14.50. Just why thin lambs should outsell fat ones is a trade enigma, but the country wanted them badly and was willing to pay the price. During August top lambs sold in Chicago at a range of \$13.65 to \$14

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on killing account, and correspondingly high at western markets. Toward the end of August the stereotyped September break was heralded by a 50- to 75-cent decline, but the market had a healthy undertone, and, unless gluts develop, killers will not be able seriously to depress values, especially if eastern demand—a potent influence in determining values—is maintained. Jersey City—usually a demoralizing influence—has been pacific on this occasion, and a dearth of price-breaking native lambs has been distinctly to the advantage of western breeders, who have had practical control of the market. Dressed trade has been healthy, due to the fact that the market has at no time been saturated, no week-end gluts developing at the Atlantic seaboard. Until well along in August Chicago did not get a run of native lambs, and at eastern markets they were few, keeping killers down that way constantly in the trade. This enabled a lot of Idaho stuff to go to killers at \$13.50 to \$13.85, good-to-choice native lambs selling at \$13 to \$13.25, with seconds at \$11.50 to \$12.50 and culls at \$9 to \$10.50. Indicative of purchasing capacity and preference for good meat is a spread of \$9 to \$14 between culls and choice lambs.

#### Feeders Avoiding Heavy Lambs

Feeders were in the trade with both feet and strong lungs until the last week of August, when they took alarm. A large number of thin western lambs went to the country at \$13.50 to \$14; a few at \$14.10 to \$14.50. After last season's experience, feeders sidestepped heavy lambs, paying a premium for 50- to 60-pound stuff and practically refusing to take anything for finishing purposes above 65 pounds. On the month-end break light lambs, from 50 to 60 pounds, were worth \$13.50, the 65-pound kind \$13 to \$13.25, and heavies \$12.50 to \$12.75.

#### Light Ewes Selling Well

The trade is still able to get along with few heavy wethers, but absorbs light ewes with some facility, as that product can be vended in the guise of lamb. The sheep end of the trade has been reasonably steady, due to light supply. Choice light ewes sell up to \$8, medium weights at \$6 to \$7.50, and heavies at \$5 to \$6, cull stuff going at \$2 to \$4. It is an \$11 to \$11.50 trade in light yearling wethers, a fair class selling at \$10 to \$10.75; all this product being vended as lamb, as there is no such thing as yearling meat when it reaches the consumer. Two-year-old wethers sell at \$9 to \$9.50, and heavy aged stock at \$8.50 to \$8.75.

#### Fall Market Promising

Fall trade prospects are considered excellent, unless some unexpected, and at this writing improbable, supply accession develops, as there is no heavy run of price-disturbing native

lambs on the horizon, the western crop is not only deficient, but ewe lambs must be retained in large numbers, and the direct movement of feeding stock from the breeding-ground to feed-lots is annually expanding, keeping gluts out of the central markets. For the past thirty days Colorado and Nebraska feeders have been purchasing on the breeding-ground in a manner suggesting apprehension that the last bunch of lambs available was in sight. They have paid \$10 to \$10.50 mainly, and will need a good winter market to get out whole, in a financial sense. Iowa, with an abundance of feed and a desire to avoid the expense of harvesting corn, has been buying thin lambs at Omaha somewhat greedily, and the limited supply at Chicago has filtered through to Michigan, Indiana, and Illinois at prices radically out of line with what killers are paying for their class of lambs. In fact, feeders have grabbed western stock in killing condition. It has been a surprising market all through the season, prices having been gratifying to breeders, while killers have made a reasonable margin of profit on their weekly turn-over.

#### ACTIVE STOCKER MARKET LOOKED FOR

J. E. P.

**G**IVE THE AVERAGE CORN BELT FEEDER the least inducement to buy cattle, and he will play the game to the limit, especially if he is in funds, which happens to be the case now. No more potent incentive exists than an advance of \$1 per cwt. in fat-cattle values. Coincidentally a buying furor in feeder-cattle circles developed. It did not extend to light stockers or concern nondescript and common steers, the market for which will not be made until something is definitely known concerning the growing corn crop, which at this writing (September 1) is far from the maturity stage. The heavy August movement from central markets to finishing points was mainly of fleshy grass steers with weight intended for a quick turn, this business being in the nature of a gamble, on the theory that corn-fed cattle will sell anywhere from \$11 to \$14 per cwt., according to weight and finish. To justify this theory, quality is essential; consequently feeders have been paying anywhere from \$9 to \$10.50 for sappy grassers suited to the operation. These cattle will not only dissipate reserves of old corn, but consume large quantities of the new crop.

Corn has been backward since planting, and a wet August did not facilitate the maturing process; consequently killing September frosts—always possible—would cut down the aggregate yield of commercial grain and insure large quantities of soft corn, which can be salvaged only by immediate conversion into beef. In any event, there will be a broad demand for thin cattle, provided the fat-steer market continues its August



## The Producer Makes Money

only when there is a margin between cost of production and selling price.

**QUALITY** is one factor in production that is not overworked. It reduces cost and increases selling price. Recent steer-feeding trials on Shorthorn calves, whose breeding was known, revealed that the most profitable producers were the best-qualified animals produced by the best Shorthorn sires.

Control of market price seems to be beyond the ability of the producer. Improvement of quality is easily within his reach.

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performance, which is not improbable. Feeders are "talking corn" in seasonable manner, and any decline in values at Missouri River markets will start free buying of stockers. Toward the end of August demand for fleshy feeders showed marked cessation, an impression gaining ground that the hazard was excessive. At the moment, however, the program of the feeder is to get cattle susceptible of at least a turn-over sixty days after they come into his possession.

No matter what the outcome of the growing corn crop may be—and most estimates are for slightly in excess of 3,000,000,000 bushels—every bushel will be needed. Stocks are low, both at primary points and in the country, cash demand is healthy, and the back-door outlet is wide open, so that Chicago cash quotations will exert little influence in valorizing the crop west of the Mississippi River. The most comfortable position in the corn market is on the bull side.

Corn Belt bankers are persistently applying the brakes to stock-cattle-buying enthusiasm, but the average feeder is fortified by his earnings of the past two seasons, and intends to buy cattle regardless of advice or admonition. Demand will be diversified, as cheap steers have been highly profitable recently, and light-weight steers that can be bought under the \$6 line will move in large numbers from "river" markets into Chicago and eastern territory during the next ninety days. Should short-feeding prove profitable during that period, replacement of steers sent to the shambles will be on an extensive scale. Conditions favor a broad, active stocker market the rest of the season, and it will be to the distinct advantage of western producers.

#### DEMAND FOR CALVES TO BE BRISK

J. E. P.

ALL THE HANDWRITING ON THE MARKET WALL points to a broad Corn Belt and eastern demand for calves during the next ninety days. Texas breeders are the recipients of voluminous, if not anxious, inquiry, indicating that there are potential buyers. Calves will leave the southwestern breeding-ground in sappy condition, whereas a year ago they were "woody," owing to drought over much of the breeding area. A sappy calf is the feeder's delight, whereas the "woody" kind is a bad feeding proposition. Just what basis the bulk of the crop will change hands on must be left to conjecture, but, as every bunch of calves that was well handled

in the finishing process has made a little money, and the mid-summer market for fat little cattle has been phenomenally healthy, there will be a brisk trade from the moment weaning is possible. The opening sale of the Highland Hereford Association of Texas will be awaited with interest.

There have been failures in the sphere of early-maturity beef-making this year, most of them being attributable to ignoring the basic principles of calf-handling. Too many little cattle were not strong-fed during the winter, and, after being roughed through that period, were thrown on grass, with a few feeds of corn, in the spring, and sent to market prematurely. This method dodges a feed-bill, but does not get results in the finality of the transaction. Experienced calf-feeders avoid such errors, and profit thereby.

That pioneer "baby beef" man, Judge O. H. Nelson, of Romero, Texas, who has been sending calves by the thousand into the Corn Belt for twenty years past, discoursed reminiscently on the development of early-maturity beef-making recently. He said:

"Prior to 1900 comparatively few western calves were full-fed in the Corn Belt. It is a fact that range calves were sent to the central markets before that time, but most of them went direct to the veal rack. In November, 1896, I purchased five carloads from the late Patrick Sweeney, then ranching in Briscoe County, Texas, for which I paid \$12.50 per head. They were well bred and in good condition, and the price was a record up to that time. I sold them in Kansas City for \$17, which was also the record at that time, continuing until 1898, when Meyer Halp sent a similar consignment of the Queen Saba brand, the tops of 3,000 head, for which he got \$17.50 at Kansas City, which remained the top until buying at the market went on a weight basis in 1899 or 1900. In the fall of 1896 I also bought 2,500 calves of the VVN brand at \$10 per head, shipping them to Kansas to various feeders. As it was a new and untried proposition, feeders were somewhat dubious; but I managed to place the entire package at a small profit, mostly on notes running six months to a year. Results proving satisfactory to feeders, a broad demand for calves of this character was established, many abandoning the finishing of aged cattle entirely. It was, however, a process of education, and progress proved slow. In 1900 Dan Black, of Lyndon, Ohio, came down to Texas to select a bunch of JA calves for competition at Chicago, and, to the surprise of many, he succeeded in capturing the International car-lot championship for fat steers in 1901. In 1903 Black and myself placed several hundred Texas calves among Ohio feeders, and in 1902 T. F. B. Sotham and myself purchased 10,000 calves in the Panhandle, disposing of the entire purchase at four auction sales near Chillicothe, Missouri. In 1904 I inaugurated a series of calf sales at Fort Madison, Iowa, holding two sales a year of 2,500

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to 3,000 head. Other sales were held in Illinois, Indiana, and Ohio. As it was a campaign of education, the venture was far from profitable; but this missionary work was up to somebody, and the job fell on me. Each year more converts to the early-maturity idea were made, and slowly but surely feeders were convinced that the calf was the safest feeding proposition. Time was also necessary to educate the packers to an understanding of the desirability of baby beef from their standpoint and that of beef-consumers. In those days they made an unreasonably wide spread between finished steers and heifers—and, for that matter, are still doing so, in my opinion; but the public took to baby beef at once, owing to its quality and economy, until it is now the popular type of beef.

"Notwithstanding many obstacles, calf-feeding has within two decades assumed large volume, and will doubtless continue to expand. A logical development of this trade has been mail-order purchasing. At first feeders were reluctant to invest money in cattle they had not visualized according to custom. Handlers of one or two carloads could not afford a trip to the breeding-ground, nor could the breeder ship cattle of this age to the Corn Belt on a sale venture. This necessitated another campaign of education, which is still in progress, many Corn Belt feeders now ordering cattle by mail, with assurance of getting square treatment and the kind of calves they want. Economy effected by this method of filling feed-lots is not open to dispute, and in my opinion the trade will develop as time works along. Many ranchmen are now breeding for Corn Belt trade, producing market-topping cattle, as many sales of yearlings at Chicago and other markets this season demonstrate.

"Going back to the period when the best Texas calves sold

at \$10 to \$12 per head, it may be well to remember that cost of carrying a cow at that time, exclusive of interest and mortality, did not exceed \$2 per annum, compared with \$6 or more now. Winter feed and extra labor will increase this charge to \$8 or \$10, in some instances, exclusive of interest on investment and cost of bulling, so that the apparent increase in profit ratio is anything but real."

## RANGE-CATTLE MOVEMENT HEAVY

J. E. P.

**W**ESTERN RANGE CATTLE began coming good in August, and the market took on new life. Early arrivals from the Northwest were soft and uninviting to killers, who wanted beef rather than mush. Kansas City piled up half-century daily runs, breaking all previous records, with one Monday crop in excess of 51,000, which carried a large percentage of feeders. In two days that market shipped nearly 1,000 cars of stockers and feeders to the country, making a prompt clearance possible. Feeders were responsible for the healthy condition of the market, competing on fleshy 1,000- to 1,200-pound cattle with packers, and laying claim to possession of many of that type; otherwise the prices would have been impossible.

September 1 found the rank and file of western range cattle about \$1 per cwt. higher than at the corresponding period last year. A few well-conditioned steers with quality realized \$9.50 to \$9.75 at Chicago, but the \$7 to \$7.75 grades were in a majority. Montanas, off the Crow Reservation, sold at \$7.75 to \$8.35 late in August; a train of Zimmerman stuff from South Dakota, in lighter flesh, realized \$7 to \$7.25; and there was a sprinkling of inferior steers down to \$6, and even less. At Omaha feeders set the pace on early consignments. The proportion of cows and heifers in the run was small, indicating that liquidation of western breeding stock is practically over. Heavy Montana cows sold at \$7.50 to \$8; lighter cows, at \$5.50 to \$6. Compared with a year ago, the market is anywhere from 50 cents to \$1.50 higher, the better grades of both steers and she-stock getting most of the advance.

As western cattle are coming better than last year, killers have given them more consideration; but consumers are not partial to dark-colored beef, with yellow fat; consequently it would seem that a sixty-day corn-crib cross is economical, from every standpoint. Current supply of decent short-fed cattle is considerably lighter than a year ago, which will force killers to go to fat westerns, which they can use to advantage when short-fed picking is difficult; but it is evident that the course of the season's market will depend on the attitude and purchasing capacity of feeders. The Northwest is holding steers to put on weight and finish, the probability being that the big run will develop in October.

Too much common and indifferent stuff is coming from the Northwest, demonstrating the extent to which the dairy breeds have acquired a footing in that region. Supply from the Southwest is carrying far less weight and probably a year less age than a few years back, increasing the proportion of stockers and feeders.

## CHICAGO AS COUNTRY'S WOOL CENTER

**R**EPRESENTATIVES of 45,000 western wool-growers and leading bankers from twelve states met in Chicago on September 10 and 11 for the purpose of formulating plans for increasing the orderly marketing of wool and for making Chicago the chief wool-distributing center of the United States. It was believed that this could be accomplished through contracts for wool to be delivered to the National Wool Warehouse and Storage Company of Chicago for a term of years, adequate financing, and uniform methods of operation.

# Cattle Wanted

Notwithstanding they are one of the largest receivers of cattle on their markets, the *Farmers' Union Live Stock Commission* have a much greater demand for *Stocker and Feeder Cattle* than they have been able to supply. Most feeder-buyers prefer to buy these cattle direct out of first hands, thus saving a commission and the speculators' profit. We were compelled to turn away scores of prospective buyers last season because we did not have enough cattle to supply their needs, and so forcing them to go to the speculators to buy. We have never claimed more than an "even break" in selling killing kinds of cattle, but we do believe we have an advantage in selling Stockers and Feeders, as we sell *direct to the country* in competition with the speculators, who are pricing their cattle at a profit above prices they paid Exchange Commission Firms for them. The principles of co-operation would divide this extra commission, extra "fill" and profit between Grower and Feeder. Help us supply this demand. Many thousands of this class of cattle are forwarded here from other markets by speculators. Why not ship direct here in the first place, so the producer can get all realized from the final sale to the feeder?

**Farmers' Union Live Stock Commission**

C. H. Withey, Manager  
Omaha

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## LIVE-STOCK MARKET QUOTATIONS

Friday, August 31, 1923

## CATTLE AND CALVES

STEERS (1,100 lbs. up) :	CHICAGO	KANSAS CITY	OMAHA
Choice and Prime.....	\$12.00-13.20	\$11.15-12.75	\$11.25-12.60
Good .....	10.00-12.00	9.75-11.15	9.50-11.25
Medium .....	8.25-10.00	8.00- 9.75	8.00- 9.50
Common .....	6.50- 8.25	6.50- 8.00	6.25- 8.00
STEERS (1,100 lbs. down) :			
Choice and Prime.....	11.65-12.75	10.85-12.60	11.00-12.50
Good .....	9.85-11.65	9.35-10.85	9.25-11.00
Medium .....	8.00- 9.85	7.75- 9.35	7.75- 9.25
Common .....	5.75- 8.00	5.50- 7.75	5.25- 7.75
Canners and Cutters.....	3.25- 5.50	3.00- 5.25	3.00- 5.25
LIGHT YEARLING STEERS AND HEIFERS:			
Good to Prime.....	9.10-12.00	8.85-11.15	8.50-11.10
HEIFERS:			
Good to Choice.....	7.75-11.15	6.85- 8.85	7.00- 9.75
Common to Medium.....	4.50- 7.75	4.15- 6.85	4.50- 7.00
COWS:			
Good to Choice.....	5.50- 9.25	5.40- 7.75	5.50- 8.50
Common to Medium.....	3.40- 5.50	3.25- 5.40	3.50- 5.50
Canners and Cutters.....	2.65- 3.40	2.00- 3.25	2.00- 3.50
BULLS:			
Good to Choice.....	4.75- 7.25	4.25- 6.25	4.75- 7.50
Canners to Medium.....	3.25- 4.60	2.75- 4.25	3.00- 4.75
CALVES:			
Medium to Choice.....	7.75-11.50	6.50- 9.75	7.00- 9.50
Culls and Common.....	5.25- 7.50	3.00- 6.25	3.50- 7.00
FEEDERS AND STOCKERS—			
STEERS:			
Common to Choice (750 lbs. up)....	5.60- 8.75	4.75- 9.75	5.25- 9.75
Common to Choice (750 lbs. down)	4.50- 8.25	4.25- 8.75	4.25- 8.25
Inferior (all weights).....	3.75- 4.50	3.00- 4.50	3.50- 4.75
COWS AND HEIFERS:			
Common to Choice.....	3.25- 5.75	2.75- 6.00	3.25- 6.00
CALVES:			
Common to Choice.....		4.50- 7.75	4.50- 8.00

## HOGS

Top .....	\$ 9.60	\$ 9.20	\$ 9.05
Bulk of Sales.....	7.80- 9.50	8.50- 9.10	7.50- 9.00
Heavy Wt., Medium to Choice.....	8.15- 9.30	8.45- 9.00	8.15- 8.85
Medium Wt., Medium to Choice.....	8.75- 9.60	8.80- 9.20	8.40- 9.05
Light Wt., Common to Choice.....	8.10- 9.60	8.60- 9.15	8.15- 9.00
Light Lights, Common to Choice.....	7.90- 9.55	8.30- 8.90	
Packing Hogs, Smooth.....	7.35- 7.90	6.70- 7.25	7.50- 7.75
Packing Hogs, Rough.....	7.15- 7.35	6.60- 6.70	7.10- 7.50
Slaughter Pigs, Medium to Choice.....	7.50- 9.25		
Feeder and Stocker Pigs, Med. to Ch.....		6.60- 7.70	5.50- 6.50

## SHEEP AND LAMBS

LAMBS:			
Medium to Prime.....	\$11.00-13.65	\$11.25-13.00	\$11.50-13.15
Culls and Common.....	8.50-11.00	7.50-11.25	8.00-11.50
EWES:			
Common to Choice.....	4.25- 8.00	4.00- 7.25	4.00- 7.75
Canners and Culls.....	1.00- 4.25	1.00- 4.00	1.25- 4.00
FEEDING LAMBS:			
Medium to Choice.....	11.00-13.60		10.75-13.35

## THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., September 5, 1923.

ALL CLASSES OF LIVE STOCK, with the exception of cattle, showed an increase in numbers on the Denver market for the month of August, as compared with the same month of last year. Hog receipts were 3,622 head greater, and the sheep supply was 6,625 larger. However, receipts of cattle were approximately 7,400 head less. The cause of this decline is not hard to find. Grass is good everywhere, and the owners of the stock are holding it back to allow it to acquire all the weight possible before marketing. Last year was dry and the stock cured early, resulting in an earlier marketward movement from the western ranges.

Cattle trade in August was not altogether satisfactory from the standpoint of the seller. Quality early in the month was rather poor. Later it improved, and a good many choice cattle were included in the run; but beef-buyers were hard to interest, and the trade was slow at times, with more or less congestion in the market. At the close of the month some feeder trade was developing, and this exerted a stimulating influence on the trade. The big feed crop reported from all sections of the country is expected to result in strong demand for feeding and stocker cattle on the Denver market, and the trade is looking for an active market from this time on. Packer buyers report a limited outlet for grass beef thus early in the season, and have been buying sparingly. As the grass cures, however, and the beef becomes more desirable from the standpoint of the killer, a stronger inquiry from this source is anticipated.

Early in August beef steers were selling at \$8 to \$8.75 for the good kinds. At the close of the month salesmen found it hard sledding to get better than \$8 to \$8.50 for the best beef, although a few loads of choice heavy steers sold for further finishing at \$9 to \$9.50. Cows were selling on August 1 at around \$4.75 to \$5.50. However, at the close of the month a good grade of cows were selling at \$4.50 to \$4.75, and very few were good enough to land at better than \$5. Choice light heifers were selling at \$5.50 to \$6.25. Feeding steers were in good demand at \$7.50 to \$8 for the good-quality kinds, while a few choice feeders sold late in the month at \$9 and \$9.50. At the beginning of August choice steers were quoted at \$7 to \$7.25, although few of those coming were good enough to land at better than \$6.25.

Strong demand and an active trade featured the hog market during the entire month. Local packers and small butchers were strong contenders for the stock offered, while California slaughter plants had representatives here making purchases for shipment to the coast. The result was a brisk demand at

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all times. All markets worked higher during the month, but Denver outstripped them all, the top here being higher than at the river markets, and on several occasions higher than the extreme top price at Chicago. Early in August top hogs sold at \$8.50. The price advanced steadily until the top here late in the month was \$9.75. At the extreme close of the month the top was \$9.20, the market having declined somewhat from the peak.

Local traders look for continued high prices during September, but the opinion is general that seasonable declines will follow the advent of new-corn hogs on the market.

Receipts of hogs here for August totaled 31,314 head, compared with 27,692 in August, 1922. For the year ending August 31 receipts of hogs on this market show an increase of approximately 64,000 head, as compared with the same period of 1922.

Sheep receipts showed a slight increase in August, although receipts for the year to date were about 15,000 less than during the same period of last year. The trade during August was active, and prices were well maintained. The feature of the trade was the strong inquiry for feeding lambs and the fact that feeders outsold the fat lambs on a number of occasions. Excellent feed conditions in the West are expected to result in many of the lambs coming from the range fat this fall. Thereby the number of feeders available will be cut down. When it is remembered that many breeding flocks must be augmented by the holding of the ewe lambs, it will be seen that the supply of feeding lambs available is not going to be large. Therefore the scramble to secure supplies is on, and the trade is expected to be active throughout the season.

Choice fat lambs sold early in August at around \$11.50. At the close of the month the same grades were selling at \$12 to \$12.25. Feeding lambs, that sold earlier at \$11.75 to \$12, were finding outlet late in the month at \$12 to \$12.25.

## The First National Bank

Winnemucca, Nevada

The Oldest National Bank in Nevada

Capital and Surplus.....\$ 300,000.00  
Resources ..... 2,800,000.00

Write us about Nevada and its live-stock possibilities.

### OFFICERS

GEORGE WINGFIELD.....President  
J. SHEEHAN.....Vice-President and Cashier  
L. W. KNOWLES.....Vice-President  
C. L. TOBIN.....Assistant Cashier  
J. G. MOORE.....Assistant Cashier

### LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-seven markets for the month of July, 1923, as compared with July, 1922, and for the seven months ending with July, 1923 and 1922:

#### RECEIPTS

	July		Seven Months Ending July	
	1923	1922	1923	1922
Cattle.....	1,903,201	1,710,426	11,908,287	11,483,625
Hogs.....	4,180,908	2,979,913	31,952,115	24,860,923
Sheep.....	1,660,814	1,677,132	10,759,868	10,995,479

#### TOTAL SHIPMENTS\*

	July		Seven Months Ending July	
	1923	1922	1923	1922
Cattle.....	746,981	668,784	4,547,348	4,603,023
Hogs.....	1,495,688	1,025,263	10,999,404	8,650,736
Sheep.....	710,235	716,834	4,861,976	5,111,286

\*Includes stockers and feeders.

#### STOCKER AND FEEDER SHIPMENTS

	July		Seven Months Ending July	
	1923	1922	1923	1922
Cattle.....	223,178	223,245	1,680,234	1,834,460
Hogs.....	33,783	31,112	438,790	377,479
Sheep.....	187,783	203,709	1,056,974	1,132,041

#### LOCAL SLAUGHTER

	July		Seven Months Ending July	
	1923	1922	1923	1922
Cattle.....	1,104,345	1,001,512	7,259,620	6,787,888
Hogs.....	2,651,881	1,939,818	20,907,977	16,204,842
Sheep.....	935,988	955,790	5,880,181	5,875,472

#### STORAGE HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of holdings of frozen and cured meats on August 1, 1923, compared with August 1, 1922, and the average holdings on August 1 for the last five years (in pounds):

	Aug. 1, 1923	Aug. 1, 1922	Five-Year Average
Frozen beef.....	24,440,000	27,727,000	102,340,000
*Cured beef.....	21,651,000	19,303,000	23,952,000
Lamb and mutton.....	2,946,000	3,308,000	4,554,000
Frozen pork.....	194,441,000	117,903,000	133,700,000
*Dry salt pork.....	221,396,000	179,856,000	305,889,000
*Pickled pork.....	446,928,000	385,692,000	374,583,000
Miscellaneous.....	68,430,000	54,734,000	77,161,000
Totals.....	980,232,000	788,523,000	1,022,179,000
Lard.....	141,279,000	143,084,000	146,399,000

\*Cured and in process of cure.

A preliminary estimate by the Department of Agriculture places the 1923 wool clip of the United States at 228,031,000 pounds, compared with 220,155,000 pounds in 1922.



## CLOSING WHOLESALE PRICES ON WESTERN DRESSED FRESH MEATS

For Week Ending Friday, August 31, 1923

### BOSTON

#### BEEF

STEERS:	
Choice .....	\$19.75-20.00
Good .....	17.00-19.00
Medium .....	15.00-17.00
Common .....	13.00-14.00

#### LAMB AND MUTTON

LAMBS:	
Choice .....	\$28.00-29.00
Good .....	27.00-28.00
Medium .....	26.00-27.00
Common .....	20.00-25.00

### NEW YORK

STEERS:	
Choice .....	\$20.00-20.50
Good .....	17.50-19.00
Medium .....	13.50-16.50
Common .....	9.00-12.00

LAMBS:	
Choice .....	\$27.00-29.00
Good .....	26.00-27.00
Medium .....	23.00-25.00
Common .....	20.00-22.00

COWS:	
Good .....	13.00-14.00
Medium .....	10.00-11.00
Common .....	8.00- 9.00

MUTTON:	
Good .....	20.00-21.00
Medium .....	15.00-18.00
Common .....	12.00-15.00

## MUCH WOOL STILL IN GROWERS' HANDS

J. E. P.

CONSIDERABLE WOOL of the 1923 domestic clip is still in growers' hands, most of it having been moved to eastern concentration points. Early September sales at London will have much to do with shaping the future course of the market. If the position taken by manufacturers is not warranted by conditions, they will be forced to show their hand at an early date. Every possible expedient to depress values, and coincidentally dislodge wool from growers' hands, has been resorted to, but with little effect, as growers have realized all along the security of their position and have stood pat, determined not to make sacrifices except as a last resort. Only when actually bare of raw material have manufacturers entered the market, and then merely to buy on a hand-to-mouth basis, insisting meanwhile that the market must work to a lower basis.

The whole situation hinges on a prompt clearance of fabrics and manufactured goods. The moment signs of accumulation appear, manufacturers will suspend operations—partially at least—as labor is intolerant and exacting; conse-

quently an opportunity to administer a modicum of discipline will be welcomed, especially when such administration can be done economically. The obvious intention of both fabric- and clothing-makers is not to accumulate a dollar's worth of goods on their shelves, and, with this purpose in mind, they are purchasing raw material merely to cover orders in hand. If the public continues buying, well and good; otherwise a close-to-shore course will be charted.

So far as wool supply is concerned, growers are in a strong position. Old wool does not exist anywhere, and few manufacturers are carrying stocks of either foreign or domestic wool. If consumption is maintained, the market must pick up. Were jobbers' and retailers' shelves loaded with goods, as was the case in 1922, the situation would be radically different. Not only are stocks light, but the public purchasing capacity is great, and there is no sign or suggestion of a buyers' strike. In fact, the public appears to have become accustomed and resigned to present clothing values.

Quotations are nominal: quarter-blood at 45 to 47 cents, three-eighths at 48 to 50 cents, half-blood at 51 to 52 cents, and fine wools at 53 to 55 cents. Spinners who are bucking the market refuse to pay these prices except under stress of necessity, and then only for limited quantities.

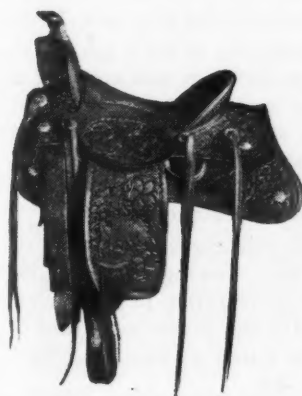
## FEEDSTUFFS

PRIME 43 per cent cottonseed cake and meal are quoted at \$39 per ton for the first half of September, \$38 per ton for the latter half of September, and \$37 to \$38 per ton for October, November, and December shipment. The above prices are f. o. b. Texas common points. Prices for hay at Kansas City, September 1, are as follows: prairie—No. 1, \$12; No. 2, \$11 to \$11.50; No. 3, \$9 to \$10.50; packing, \$6.50 to \$7.50; midland—No. 1, \$8.50 to \$9; No. 2, \$7 to \$8; lowland—No. 1, \$8.50 to \$9; No. 2, \$7 to \$8; alfalfa—select dairy, \$25 to \$26; choice, \$23.50 to \$24.50; No. 1, \$21.50 to \$23; standard, \$19 to \$21; No. 2, \$15.50 to \$18.50; No. 3, \$12.50 to \$15; timothy—No. 1, \$15 to \$16; standard, \$14 to \$14.50; No. 2, \$13 to \$13.50; No. 3, \$11 to \$12.50; clover-mixed—light, \$15 to \$16; No. 1, \$14 to \$14.50; No. 2, \$11 to \$13.50; clover—No. 1, \$18 to \$20; No. 2, \$12 to \$17.50.

In 1903 there was expended for all forms of government in this country—local, state, and federal—\$1,773,186,000. In 1921 this sum had reached \$9,373,595,000.

## We Sell a Better Saddle for Less Money--WHY?

### Because Our Expense Is Less



We own our own shops and have no rent to pay. We employ only the most skilled workmen, but they can and do afford to work for less, as living in a small town costs less than in a city. We have no labor troubles. Our men have an interest in the business. We do not send out expensive catalogs.

We use only the best material and the highest skilled labor in our saddles. We challenge the world to produce as good a saddle as we make for the price. It has never been done. Let us send you one of our folders describing some of the saddles we make—it will cost you nothing. Let us make you a saddle to your specifications, and if it does not fulfill all our claims, we will cheerfully refund your money.

Write and tell us what you want. We are always glad to talk things over with our friends. No obligation whatever. It will pay you to investigate.

## Roberts-Dearborne Hardware Company

Carlsbad, New Mexico

# TRADE REVIEW

## COMMODITY-POOLING

BY JAMES E. POOLE

**CHIN DYSENTERY IS EPIDEMIC.** It is actually impairing sanity. Nostrums compounded for the remedy or cure of financial, industrial, and agrarian evils are innumerable. Pooling of commodities, government regulations, restrictions of various kinds, and other panaceas are promulgated in disorderly multiplicity. It is an orgy of empiricism.

Sanity will eventually assert itself, as the Caucasian race is inherently sound in a mental sense; but at the moment chaos has undisputed possession of the arena. Even the professional economists appear to have lost all sense of proportion and prospective. They are, however, evincing signs of quarreling among themselves; and a difference of opinion among economists, as well as theologians, means the safety of the masses.

Politicians in quest of preference, poolers on a scent for producers' money, empirics after any old thing—preferably notoriety, which is synonymous with publicity—jostle for position in the spotlight. Victor Hugo said some men hungered for power, others for women, and still others for money. Femininity has eliminated itself; it no longer is sought, but commands. Power and pelf are still the goals of a substantial majority of the human race.

Politics, pooling, and prohibition are the pulsating topics of the moment. Politics and prohibition are closely allied; pooling is a commercial proposition or problem. Its devotees worship at the shrine of a Pacific-coast deity—one Aaron Shapiro, who has been practically elevated to a pedestal, around which the agrarian masses bow in obeisance. Shapiro—a lineal descendant of Moses—is the prophet appointed to lead the wandering, desert-stalled agrarian element out of the wilderness into the Canaan of orderly marketing and price stabilization.

Shapiro is an eloquent and persuasive, if not convincing, individual. I saw him sway the entire Illinois legislature at a banquet in Springfield recently. Level-headed farmers, sagacious bankers, astute, case-hardened lawyers, and wily professional politicians listened spell-bound, and were aroused to ecstasy by the trip-hammer sentences of the Pacific-coast apostle of commercial revolution. They came in skeptical mood; they went away under the spell of commodity-pooling persuasiveness. Aaron, you are some talker!

Shapiroism is literally running riot all over the territory east of the Rocky Mountains. Whenever his disciples run into a snag, they sound a Macedonian cry for help; whereupon the picturesque, gabiferous Californian jumps into whatever local arena the distress signal emanates from, makes a sixty-minute speech, disconcerts the foes of commodity-pooling, and responds to some other wail for help. He has them going in all directions, friends and foes; the former his way, the latter in any old path of escape available.

Shapiro is magnetic, even if illogical. Never abusive, he nevertheless castigates in whip-like manner. He is essentially an orator—never a debater. Invited to debate, he discredits the standing of his challenger. If it were not for the fact that old Bill Bryan is still in the flesh, he would be *sui generis*.

The commodity-pooling campaign, so far as agriculture is concerned, is still in a somewhat nebulous stage, despite the strenuous oratorical effort of Shapiro and his following. In

Texas the Court of Appeals has decided that the Shapiro pooling contract is lopsided—or “devoid of mutuality,” as the lawyers put it; but the courts of other states have decided exactly the reverse. Some legislatures have adopted the Shapiro co-operative marketing bill; others have amended the act until its champions could not recognize their pet. In the Illinois battleground the fight is still on. It would have been lost to the poolers but for the timely appearance of Shapiro; and even at this writing there is a prospect that it may get lost in the pre-adjournment melée. The Shapiroites are doubly anxious to get their law enacted in Illinois, as they promise to make Chicago the main works of a gigantic, world-embracing commodity-pooling campaign, involving everything that ever came out of the ground or is likely to be extracted therefrom by agrarian muscle and intelligence.

In Illinois the live-stock element protested so vigorously against inclusion of cattle, hogs, and sheep in the scope of the measure that these were eliminated by the committee report; whereupon the live-stock people went home complacent and satisfied, only to be awakened when Shapiro invaded the legislative preserve in person, insisting that deletion of live stock would render the act unconstitutional. And at his insistence it went back—just like that!

Commodity-pooling may or may not be practicable. If it is, by all means let us have it. Shapiro cites the effective manner in which agrarianism in California has been rescued from indigence and elevated to prosperity by pooling; ignoring the recent distress of the Fresno raisin pool and the present troubles of the Prune and Apricot Association. Nor does he even whisper about the internecine feuds generated in the Chicago milk district by the failure of commodity-pooling to live up to its advertisement. What no less an authority than the *Wisconsin Farmer* describes as “civil war” exists at this moment in the milk-producing sections of southern Wisconsin and northern Illinois. And there is the United States Grain Growers fiasco—another much-vaunted pooling venture that went on the rocks.

Regardless of what has happened in California, it is evident that commodity-pooling, which includes live stock, is to be given a try-out in the Mississippi Valley. Far be it from me to predict success or failure. The proof of the pudding is the way it digests. If Shapiro and his following can carry the live-stock producer into the prosperity reservation over the pooling route, he has my best wishes; but can it be done?

The announced purpose of pooling is orderly marketing, price stabilization, and maintenance of values on a cost-of-production-plus-a-reasonable-profit basis. This program can have but one sequence, if success is achieved, and that is stimulation of production. And if production stimulation means excess production, failure is inevitable. So far the commodity-poolers have ignored production, as evidenced by what has happened and is happening in California and the milk-producing areas of Illinois, Wisconsin, Indiana, and Missouri.

If cattle-pooling is practicable, it is not a job for Shapiro and his disciples, few of whom know on which end of a steer the horns are located, but for competent cattlemen. An abstract principle is one thing, a concrete proposition another. If ever Shapiro leads cattlemen into a pool, he will lead them into a mess, in my humble opinion. It has not worked out in the case of milk, or prunes, or apricots, or raisins.

It is a popular slogan with politicians, who detect its temporary vote-getting possibilities. Coming so soon after the utter collapse of the so-called co-operative packing-house ventures, it should be received with the proverbial grain of salt. But Shapiro is irresistible—for a time at least. Listen to him just once, and you will realize this.

‘Rah for commodity-pooling!

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## EXPORTS OF MEAT PRODUCTS IN JULY

EXPORTS OF MEAT AND MEAT PRODUCTS for the month of July and the seven months ended July, 1923, as compared with the corresponding periods of 1922, were as below, according to data made public by the Department of Commerce:

BEEF PRODUCTS  
(Pounds)

Articles	July		Seven Months Ended July	
	1923	1922	1923	1922
Beef, fresh.....	280,318	2,516,174	2,148,893	1,975,950
Beef, canned.....	174,455	272,794	1,231,532	1,562,761
Beef, pickled, etc.....	2,015,608	2,016,409	13,117,028	15,142,791
Oleo oil.....	5,688,843	10,199,008	58,459,316	67,399,674
Totals.....	8,159,224	15,004,385	74,956,769	86,081,176

PORK PRODUCTS  
(Pounds)

Articles	July		Seven Months Ended July	
	1923	1922	1923	1922
Pork, fresh.....	3,491,676	2,516,174	26,870,508	9,097,543
Pork, pickled.....	3,376,188	3,243,875	22,554,427	19,994,527
Bacon.....	27,581,043	32,584,106	245,786,019	184,293,487
Hams and shoulders.....	36,683,186	26,667,582	216,456,187	176,777,069
Sausage, canned.....	194,970	61,128	1,743,214	1,006,916
Lard.....	69,478,452	66,057,677	618,786,107	429,673,793
Neutral lard.....	812,065	2,188,647	16,070,077	11,449,586
Lard compounds.....	659,221	1,071,115	4,552,215	10,110,548
Margarine.....	94,069	180,834	1,261,385	1,063,961
Totals.....	142,370,870	134,571,138	1,154,080,089	843,467,430

## BACON SLUMPS IN BRITISH MARKET

FOR SOME TIME bacon prices in British markets have shown a downward tendency. The slump is said to be due chiefly to the large shipments from Denmark and the United States. Total imports of bacon by the United Kingdom for the first six months of the current year amounted to 413,644,400 pounds, as compared with 314,662,500 pounds for the same period last year and 291,433,600 pounds for the first six months of 1914. The United States supplied 43 per cent of this amount, Denmark 42 per cent, and Canada 8 per cent.

The record number of 1,003,000 pigs were slaughtered in Denmark during the first four months of 1923, and it is considered probable that the total killing during the current year will reach 3,000,000, the highest number previously recorded being 2,500,000 in 1914.

The following were the average wholesale prices (in cents per pound) of foreign bacon on the London market during the first half of June:

Irish .....	21.4
Danish .....	19.8
Canadian .....	16.9
United States .....	14.8

## CANADA'S FOREIGN TRADE

Canadian exports for the year ended June 30, 1923, totaled \$994,543,249 and imports \$864,058,696, leaving an excess of \$130,484,553. In 1921-22 exports were \$765,642,691 and imports \$731,832,317, or a favorable balance of \$33,810,374. Of wheat and wheat flour (the latter reduced to its wheat equivalent) Canada in 1922-23 exported 274,886,127 bushels, against 179,838,059 bushels in 1921-22. (The figures for the United States were, respectively, 221,923,184 and 279,406,799 bushels.)

## FOREIGN

## LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, July 16, 1923.

CATTLE-BREEDERS and fatteners in Queensland are again feverishly discussing and arguing the relative merits of various propositions for the rehabilitation of their industry. I say "again," because a quite considerable crop of schemes was considered last year. Except for the formation of the Australian Meat Council, in which sheepmen also have a share and which concerns the commonwealth as a whole, these did not produce any tangible results. Evidently, from the recent outbreak, those most interested have got tired of waiting for something to turn up to improve their position, and are once more tackling the question. Whether it will all end in talk—as, it must be confessed, has largely happened in the past—time alone can show.

Leaving out differences of detail, the schemes recently brought forward comprise, broadly, the pooling of all cattle in the State of Queensland; co-operative slaughtering for local consumption and freezing for export, with boiling-down works for rejects; raising the price to state consumers by controlling local offerings, and shipping the surplus, either as chilled or as frozen meat, to neighboring states. Each suggestion was being fathered more or less by a separate organization representing a section of the cattle-raisers; so, with a view to co-ordinating and evolving something workable, the Council of Agriculture asked all associations interested to send two delegates to a joint conference. This was held in Brisbane a week ago, when a resolution was passed "approving of the principle of compulsory co-operation in connection with the sale of cattle, provided that control be entirely retained by producers, and that the funds required for the stabilization and development of the industry be obtained from the proceeds of the sales."

It was subsequently explained by delegates who attended the conference that the resolution was not to be taken as favoring the compulsory pooling of all cattle. There was a very strong feeling against such a course on the part of the Cattle Growers' Association; so, in an endeavor to unite the different sections, it was decided to favor the pooling of marketable cattle only. The object in creating a pool—supposing it becomes effective (and for that it will be necessary to obtain legislative sanction)—will apparently be to facilitate raising funds by means of a levy. These funds are to be used, as the second part of the resolution puts it, for the stabilization and development of the industry. How that is to be accomplished is yet to be determined, but it is more than probable that some of the other schemes mentioned earlier in this letter will be tried out, if the pool is formed.

Those who have had a wide experience with producers in this country realize how difficult it is to get any body of them to pull together, and therefore are not at all confident that the proposal will ever be finalized. That there is already some opposition is evidenced by the fact that, the same day the joint conference sat, a statement was issued in Brisbane to the effect that it had been decided to launch a company with a capital of \$1,250,000, for the object of establishing a meat-packing factory and organizing selling agencies oversea. The company is

tentatively named the Queensland Stock Owners' Co-operative Meat Works, Ltd., and it is proposed that at least three-quarters of the shares shall be held by primary producers. The true inwardness of this I do not profess to understand, but I doubt if it is at all likely that stock-owners in Queensland, even including the large body of sheepmen, would at the present time be prepared to put up anything like \$937,500 for a packing plant. It is fairly obvious that, while none of the proprietary packing plants in the state can run at a profit, a co-operative concern would not have much chance.

While on the subject, I may mention that two or three of the large meat-works in Queensland have already finished killing for the year, and most, if not all, of the others will probably shut down next month. The frozen-beef export season, from the point of view both of prices paid for cattle and of numbers treated, has been unsatisfactory. As regards the former, the companies still buying (and they are not many) are paying about \$4.50 per cwt. for the prime bullocks delivered at the works. The killings this year have so far not exceeded 200,000 head. Climatic conditions have also left much to be desired. Although a good deal of rain has fallen in the state, and elsewhere in the commonwealth, since last writing, there are still wide belts in the back country that are dry.

Exports of frozen meat from Australia for the year ended June 30 last totaled 971,600 quarters of beef, 1,933,000 carcasses of mutton, and 2,757,000 carcasses of lamb, as compared with 757,000 quarters of beef, 901,000 carcasses of mutton, and 1,344,000 carcasses of lamb for the preceding twelve months. Of the beef output, 698,000 quarters, or 71.84 per cent, were consigned to Great Britain, and a large proportion of the remainder to the continent of Europe. Shipments to Manila during the last statistical year included 34,929 quarters, and to Honolulu and Pago Pago, 12,934 quarters.

Fat-stock values remain at a high level, even for winter, throughout the southern states. Supplies are very scarce, and any variations recorded have mostly been in the sellers' favor. There has also lately been a slight improvement in rates in southern Queensland, but little alteration can be recorded in the north, although a shade better inquiry is noticeable there for stores.

The following are last week's quotes, at per head, in the metropolitan markets specified: Melbourne—prime bullocks, \$120 to \$135; extra ditto, to \$150; medium weights, \$90 to \$115; fat cows, \$70 to \$85; prime cross-bred wethers, \$12.70 to \$14.40; ditto ewes, \$8 to \$10; fat Merino wethers, \$13 to \$14.40; ditto ewes, to \$8.60. Sydney—prime heavy bullocks, \$80 to \$90; extra-heavy ditto, to \$95; good medium weights, \$75 to \$80; prime cows, \$50 to \$65; prime cross-bred wethers, \$11 to \$12; ditto ewes, to \$10; fat Merino wethers, \$9.60 to \$11.25; ditto ewes, to \$10.80. Brisbane—prime bullocks, for the local trade, \$35 to \$41; extra choice, to \$46.25; good trade descriptions, \$27.50 to \$32.50; fat cows, \$21 to \$25.

The latest advice from New Zealand reports normal winter conditions there. Nearly all the packing-houses had closed down at the end of June, and stock markets were without any outstanding feature. At the Addington (Christchurch) yards prime bullocks were fetching from \$60 to \$85 a head, and elsewhere in the South Island from \$55 to \$82.50. Stores and breeders were moving slowly, as is usual at this time of year.

Frozen-meat exports from New Zealand during June totaled 72,000 quarters of beef, 164,000 carcasses of mutton, and 329,000 carcasses of lamb, making the aggregate for the twelve months 462,000 quarters of beef, 1,876,000 carcasses of mutton, and 4,631,000 carcasses of lamb.

Improvement is noted in the Argentine cattle trade. Stocks of meat are decreasing, and there is a general call for more good animals.

## ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to The Producer]

LONDON, August 17, 1923.

THE PRINCIPAL MEAT MARKETS OF GREAT BRITAIN have been relieved from the temporary embarrassment which resulted from the dockers' strike, as this trouble has largely subsided, and alternative measures have mainly defeated the hindrance to meat traffic. Smithfield, the world's largest meat market, has, in fact, cheapened imported meat by quite 4 cents per pound on the resumption of work by the meat-porters. Live-stock export from the Irish ports is still held up to a great extent by the strike in those quarters, which is responsible for the much smaller shipments recently across the Irish Sea. When the dispute ceases, there may be expected to be a big release of this trade, which will have its effect on the Canadian import business and other sections of the trade.

Cattle prices, for first- and second-quality fat stock, now average \$3 and \$2.60, respectively, per 112 pounds. As regards a comparison of present prices with pre-war rates, the government statisticians state that last month fat stock was 45 per cent dearer than the average rate for the corresponding month in the 1911-13 period, whereas in July, 1922, this stock was 70 per cent dearer. The decline has been rapid in the last few months.

Fat sheep now show an average price of 30 cents per pound for first-quality Downs and cross-breeds. Lambs make an average of 35 cents per pound. Last month fat sheep were 72 per cent dearer than in the corresponding month for the 1911-13 period, having declined 35 per cent in the past twelvemonth. It is to be noted, however, that store sheep are just as far above pre-war prices as they were a year ago, being relatively dearer than fat sheep. Fat pigs stand at 54 per cent above pre-war rates, as compared with 91 per cent a year ago. Store pigs, however, are 113 per cent dearer than pre-war stock, so that values on both store sheep and store pigs are well in favor of the raiser or against the feeder.

The preliminary tabulation of the agricultural returns for England and Wales, as collected on June 4 last, shows increases on the year for all classes of live stock except horses. The total number of cattle now is given as 5,822,000, which is more than in 1922, and is at last back to the pre-war level. Cows and heifers in milk or in calf number 2,614,000, or 92,000 more than in 1922, and this year's total is the highest on record. The number of calves is 29,000 less than last year—this, no doubt, being partly due to the heavy fall which was recorded last year in the number of heifers in calf. That fall, however, has practically been recovered this year.

The total number of sheep on English and Welsh holdings is 13,832,000, or 394,000 more than in 1922, when a fall of practically the same number was recorded. The number of breeding ewes has again improved this year by 69,000, and the satisfactory prices both for mutton and wool which have been ruling this season may lead to a further increase in flocks.

Pig-breeding and feeding has been fairly remunerative since last year, and the number of pigs shows the large increase of 312,000. This year's total of 2,611,000 is the highest since 1911. The number of sows kept for breeding is 388,000, or more than 25 per cent above last year's figure, and is the largest recorded since 1895.

The exportation of live cattle is one of the greatest assets of the Irish Free State, four out of every five cattle raised in that country being shipped on the hoof to Great Britain. But the question has often been asked, and is now being repeated with greater emphasis: "Is this the most economic and profitable method of marketing our live stock?" A question asked

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by one Irishman is always readily answered by another, and the latest reply to this particular query comes semi-officially from O. W. H. Roulston, of the Irish Department of Agriculture. He agrees that the present system is not the most economic possible, though he recognizes the danger of proceeding rashly. Previous attempts to build up a dead-meat export industry in Ireland have been attended with little or no success, but the failure was due mainly to the fact that the promoters, particularly in the case of the Drogheda Meat Works, launched out too lavishly at the start and did not pay sufficient attention to the financial basis. During the short life of the Irish Packing Company at Drogheda it slaughtered and dressed about 8,000 head of cattle, and marketed the meat in perfect condition in London, Manchester, Liverpool, and Glasgow. Scientifically the works were well-nigh perfect, but a vaulting ambition to do great things all at once overleapt itself and fell on 'tother side.

The more cautious Scottish graziers have, in conjunction with wholesale butchers, built up a vast trade in dressed carcasses, which find their chief outlet in England. That trade has been slowly and steadily developed, and a strong position ultimately obtained through the superior quality of the beef and mutton forwarded, as well as the extreme care taken by the butchers to dress both cattle and sheep carcasses in the manner which the English retail butcher exacts and which is found most pleasing to the consumer. With natural resources at least as good as those of Scotland—perhaps better—the Free State could, with proper business methods, become a rival, not so much of Scotland as of Argentina. The time seems to be at hand when Ireland will commence to build works on the South American model, and send to England chilled beef, at any rate, of superior quality, with the added advantage of the shorter sea crossing. While averse to altogether destroying the Irish cattle export trade, Mr. Roulston, and many with him, see in such an organization as that foreshadowed an alternative method of marketing cattle during periods of disease. It would, moreover, save the loss in weight and deterioration in quality to which live cattle carried by rail and steamer are incidentally exposed, and would afford a supply of offals which might be made the means of reviving old industries and founding a number of subsidiary industries in Ireland.

### CATTLE-RAISING IN HONDURAS

IN THE OPINION of Alexander K. Sloan, United States consul at La Ceiba, Honduras, the north coast of that republic offers favorable opportunities for cattle-raising. The rolling lands of the foothills of the Congrejal Mountains, which parallel the coast, contain excellent pasturage and can be bought for very little money. In the valleys of the interior there is likewise excellent grazing land, not now utilized for any purpose. The general lack of transportation facilities would not prove a serious handicap, as the cattle could be driven through the mountain passes to the seacoast and find abundant feed on the way.

The climate of Honduras is unsurpassed for stock-raising, says the consul. There are slight variations in temperature between the seasons, and never any sudden changes. During the hottest days of the dry season the heat is far less enervating than in the southern portions of the United States in summer. Throughout the rainy season, while often cool, it never gets cold.

The native cattle have never been bred for their flesh, and as a consequence have large frames with little meat. Moreover, many generations of neglect and inbreeding have caused the stock to deteriorate. However, careful selection should improve it to a great extent, and possibly bring it to such a

condition that very good beef herds could be raised. Prospectors report that on the interior savannahs there are many herds of wild cattle of great size and abundant flesh. These, of course, have been produced by natural selection.

Some ranchers in the coastal districts have for several years past been importing special breeds of cattle from the United States, with the object of improving the native stock. Not much success has so far attended their efforts, however, owing, it is believed, to the fact that the imported animals have not always been of the best quality.

One of the drawbacks to the cattle business in Honduras is the fever tick, which is prevalent in all sections of the country and is the chief cause of the deterioration of the native stock. Little is done by native breeders to eradicate this pest.

The question of labor is not a serious one, as the Honduran likes outdoor life, provided it is not too strenuous. Riding around on horseback, looking after cattle and picking his food off the banana trees, appeals strongly to him.

The question of obtaining a market sufficiently large to warrant the production of beef on an extensive scale would probably be the greatest difficulty to solve, thinks Consul Sloan. Cold-storage houses would have to be built and a line of refrigerator ships operated. With this class of ship and this equipment, the markets of Central America and Cuba could be supplied in much less time and at less expense from Honduras than from Argentina or any other large beef-producing country.

### NOTES FROM FOREIGN LANDS

#### Russia Importing Frozen Meats

During the past year considerable quantities of frozen meats from Argentina, Brazil, and New Zealand have been imported into Soviet Russia. The Union Cold Storage Company of Great Britain has been the supplying firm.

#### Live-Stock Slaughter in Argentina

Argentine packing-house slaughter in 1922 and 1921 was as follows:

	1922	1921
Cattle .....	2,199,000	1,625,000
Sheep .....	4,770,000	3,768,000
Hogs .....	287,000	280,000

#### German Food Consumption

Germany's consumption of wheat in 1922 dropped to about 55 per cent of the 1913 figures, of rye to 60 per cent, of barley to 30 per cent, of oats to 48 per cent, and of potatoes to 93 per cent. Of sugar, on the other hand, she consumed considerably more in 1922 than in 1913. In 1913 Germany slaughtered more than 26,000,000 head of live stock, of which 16,500,000 were hogs. In 1922 these figures had decreased to 15,000,000 head of total slaughter and less than 7,000,000 hogs.

#### Meat Consumption in Japan

Official Japanese figures give the following numbers and weights of meat animals killed at the 538 slaughter-houses in the empire in 1920:

	Number	Pounds
Cattle .....	257,000	95,905,000
Calves .....	15,000	1,563,000
Hogs .....	411,000	49,951,000
Sheep .....	223	15,000
Goats .....	12,000	284,000
Totals .....	695,223	147,718,000

As Japan proper in 1920 had a population of approximately 55,000,000, it will be seen that the per-capita consumption of domestic meats of all kinds in that year was considerably less than 3 pounds.

# ROUND THE RANGE

## LIVE-STOCK AND RANGE CONDITIONS

Pastures and ranges continue to be in exceptionally good condition in the north-western range states, but some deterioration is noted in the southern and eastern sections, according to the August report of the Division of Crop and Live-Stock Estimates. The average condition for all pastures is 87, or 6 points below July, with an average of 92 for ranges as distinct from farm pastures, or 2 points below July. The greatest deterioration occurred in Oklahoma, Texas, and Kansas. The condition of cattle has declined 3 points since July, averaging 91; sheep show the same condition, or 97. Details by states follow:

**Arizona**—Ranges have improved considerably since the advent of summer rains, and this is reflected in the condition of both cattle and sheep. Fall pasture is assured, and some sections report a good crop of wild hay.

**California**—Mountain pastures continue in good condition, and dry-feed conditions in the interior valleys are fairly good. Live stock maintains its former good condition.

**Colorado**—Ranges are the best in years. All classes of live stock are doing well.

**Idaho**—The condition of ranges continues the best in years, and both cattle and sheep are doing well. Grasshoppers are causing some damage to feed in the southern section.

**Kansas**—Pasture has dried up considerably in the western counties and along the southern border. Cattle are in excellent health, but have lost in flesh because of the fly plague. The best condition is in the Flint Hills.

**Montana**—Grass continues to make excellent growth over most of the state. Cattle have been taking on weight rapidly. Sheep and lambs continue to make very satisfactory growth.

**Nebraska**—A luxuriant growth of grass is generally reported, but cattle have declined in condition, due to the fly plague.

**Nevada**—Live stock continues in excellent condition, but ranges, though still good in the northern half of the state, are badly in need of rain in the southern section.

**New Mexico**—Cattle and sheep continue in fair-to-good condition, but ranges show a slight decline.

**North Dakota**—Pastures and ranges are still quite satisfactory. The condition of live stock is somewhat above average.

**Oklahoma**—Hot winds and drought have caused considerable deterioration in

pastures and ranges, with the exception of the Osage country, which still has excellent grass. Stock water is getting short in some localities. Poorer pastures and hot weather have reduced the condition of cattle.

**Oregon**—Ranges continue to be reported above normal, and the condition of both cattle and sheep is unusually good.

**South Dakota**—Ranges continue to be in good condition, although some deterioration is noted. Cattle are losing flesh because of the great number of flies and mosquitoes. A few cases of anthrax are reported.

**Texas**—Some deterioration has occurred in the condition of ranges, due to the hot, dry weather, and this, combined with the shortage of water and annoyance from flies, has caused a decline in the condition of cattle. Sheep have also declined in condition, and some ranges are overstocked.

**Utah**—Live stock is doing well in all sections except the extreme southwest, where the drought has been severe. High ranges continue excellent in the rest of the state, but lower ranges need moisture.

**Washington**—The condition of ranges shows a slight decline, but is still excellent. All classes of live stock are doing well.

**Wyoming**—Ranges are the best in many years. Some dry spots improved during July. Grass-curing is late. All stock is improving, but will need cured grass to finish.

## SUBSTITUTING WHEAT FOR CORN IN PIG FEEDING

That the substitution of wheat for corn in the hog ration will effect a saving of \$2.26 per cwt. of pork produced, with the present prices of the two grains, is the opinion of specialists at the Kansas Agricultural College, who are calling the attention of farmers to this way of marketing their wheat. This method, it is pointed out, will enable hog-feeders to take advantage of the higher hog prices by finishing out the spring litters in the fall before Corn Belt feeders glut the market with their hogs fattened on the new corn crop. By thus utilizing a large amount of this cheap feed, there will be a tendency to increase the price of wheat.

Editorially the *Breeder's Gazette* has this to say:

"Wheat at 95 cents or less a bushel, with 10 cents per bushel added for grinding, is a more economical pig feed than corn at 90 cents a bushel. If, therefore, the wheat-growing stock-farmer cannot or will not store his wheat crop, and is not content to sell it at the current price,

the logical step for him to take is to feed it to young hogs. That is what he will do, in hundreds of cases. . . .

"Stock-farmers—from many of whom we have recently received expressions of opinion—are going to convert most of their wheat into pork. Some of them may buy wheat for that purpose, in preference to corn. Due to the relatively high price of corn, it is probable that large numbers of hog-feeders will purchase a substantial tonnage of wheat to take the place of corn in pork production."

In the crop report issued on August 24 by the Kansas State Board of Agriculture we find the following paragraph:

"It is interesting to note from reports just received that farmers estimate 16.3 per cent, or 12,000,000 bushels, of this year's wheat crop [in Kansas] will be fed. More of the crop will be fed in southeastern Kansas, where poor yields and a low grade of wheat were produced."

## CO-OPERATIVE MARKETING OF LIVE STOCK

In many communities where live stock is produced in small lots or largely as a side-line to general farming, marketing through co-operative shipping associations frequently results in larger net returns to the producer than can be obtained in any other way, says Farmers' Bulletin 1292, just issued by the Department of Agriculture. The reason given is that the live stock is marketed at cost without deduction of a profit, as is done when the producer sells to a country drover or speculator.

Requisites to success in marketing live stock co-operatively are stated to be a competent manager, good business methods, and loyalty on the part of members. The manager should have had considerable experience in marketing live stock and should stand well in the community. He should possess initiative, and be able to gain and hold the confidence of the farmers. All officers, including the directors, should assume the same responsibility as directors of a business firm, and keep themselves accurately informed at all times regarding the finances of the association.

If, on arrival at market, the stock is to be sold according to ownership, a uniform system of marketing all animals is required. The returns from the shipments may be prorated by the manager or the commission firm at the terminal. If the returns are prorated by the commission firms, they should be carefully checked by the manager.

A live-stock shipping association may be incorporated as a stock company, or a non-stock, non-profit form of organization may be used in states where legal authority for the incorporation of such organization exists.



## SHIPPING FEVER OF CATTLE AND SHEEP

As cold weather advances, many cattle and sheep, while passing through the large stock-yards, contract a disease known as hemorrhagic septicemia, stock-yards fever, or shipping fever, says the Department of Agriculture. The losses from this disease are felt most heavily by those who buy stockers or feeders, although milking-cows and sheep may also become affected. The disease is a form of blood poisoning. It often runs a short course, and quickly proves fatal.

It sometimes happens that a shipment of apparently healthy cattle or sheep shortly after arrival in a feed-lot develops symptoms that will cause the owner to believe the animals are affected with pneumonia. The animals, as a rule, refuse feed. There is quite often difficulty in breathing, and coughing may occur. There may be a discharge from the nostrils, and strings of mucus may hang from the mouth. The animals lose flesh very rapidly, their abdomens becoming puffed up, and the eyes sunken.

Disinfection of stock-yards, which may be effective temporarily, cannot be relied upon to protect the animals shipped to farms for feeding. The vaccination of susceptible animals from stock-yards has been suggested, therefore, as an effective means of controlling the disease. These vaccinations should be made by a veterinarian, and such cattle and sheep should not be allowed to mingle with other animals on the farm until thirty days have elapsed.

The Department of Agriculture has issued a Farmers' Bulletin treating of hemorrhagic septicemia, which will be mailed to those interested.

## PUTTING HIDES TO NEW USES

With the lower prices of hides and leather, the problem has arisen of discovering new uses for leather to make up for the loss caused by the extensive employment of substitutes, which were first adopted because they were cheaper, but which now seem to be holding the field even when the genuine article can be had for less money. How packers and tanners are co-operating to find a solution to this question is the subject of the following editorial in the *National Provisioner* of June 30:

"In many basic commodities there have developed a great diversity of uses. But unfortunately, due in large part to slow-moving custom, hides and leather have been restricted to the manufacture of a few articles. And even in this restricted field substitutes have been devised through the development of the automobile industry and other agencies, which have cut down the demand. The problem, then, is to combat this situation and

find an outlet for the unfailing supply of hides and skins.

"This present time is a good one to take an active and aggressive stand. It is a problem in which packers and tanners can co-operate effectively. For up to the present, where substitutes have been brought in to supplant leather, they have been introduced because of a possible reduction in price. The development of substitutes was fostered because of the high cost of competing materials.

"Now, however, the facts are reversed. Leather is relatively cheaper than the substitutes. That means that, with the substitutes still holding the fields they have, the only solution for the packer's hides and tanner's leather is to discover new uses.

"How to accomplish this object is the question. But it is not impossible. Packers and tanners are co-operating already in experiments in hide-curing. Co-operation in this matter may mean much for the future of both the hide and leather fields."

## CONTRIBUTION OF DAIRY ANIMALS TO MEAT SUPPLY

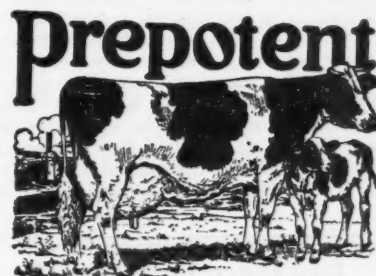
About 17 per cent of the matured dairy animals in this country find their way to the slaughter and packing plants, according to the Department of Agriculture. If this percentage is applied to the number of matured dairy animals reported on farms by the last census, and the average live weights and dressing yields are used in calculating the beef production, the result shows about 1,502,450,000 pounds of carcass beef produced from dairy cattle during the year 1920. This quantity represents more than 23 per cent of the total beef production of the United States for that year. Probably 80 per cent of all the calves slaughtered are of dairy breeding. If this percentage is applied to the total number of calves slaughtered in 1920, and the resulting figure multiplied by the average live weight and dressing yields, the amount of veal produced by dairy calves is about 560,647,000 pounds for the year 1920.

Many old dairy cows and others that

are unprofitable as milk-producers are fattened for a short period and then sold for beef. When properly fed, such cows make rapid gains, although the tendency is to accumulate fat externally and in the body cavities, rather than to produce a well-marbled flesh. About 85 per cent of the cow carcasses are graded as common or lower, and the meat is used largely in the preparation of sausage and canned meat.

Bulls that are no longer desired in the herd make up a part of the meat from dairy cattle. They are seldom suitable for dressed beef, a large proportion of the rounds being used for dried or smoked beef, and the remaining portions of the carcasses for sausage.

Probably 95 per cent of the male and 50 per cent of the female dairy calves are slaughtered as calves.



Every man who milks cows for a living knows that *prepotency*, ability to "breed on," is one of the best reasons for Holsteins.

### HOLSTEIN PREPOTENCY MEANS:

*Influence of 2,000 years of Breeding for Great Size and Ruggedness combined with highest yield - Strong Healthy Calves - Assured improvement in grading up common cows with Holstein bulls.*

Let Us Tell You the Story of the Holstein Cow.

EXTENSION SERVICE,  
The Holstein-Friesian Association of America  
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**HOLSTEINS**

## Improve Your Herd Now By Using Good Bulls

Registered Hereford Bulls, carrying the  
best of blood, at most reasonable prices

J. M. CAREY & BROTHER, Inc. CHEYENNE, WYO.

### PREJUDICE AGAINST MUTTON

While the average consumption of mutton and lamb in the whole of the United States is only 5.3 pounds per capita, against 68.5 pounds of beef and veal, or a ratio of 1 to 13, in certain sections of the country—notably a narrow strip along the Atlantic seaboard north of the Potomac River—much larger quantities are used. In the East the ratio of mutton and lamb to beef is 1 to 5, in the South it is 1 to 10, in the West 1 to 12, and in the central Corn Belt states 1 to 20.

"The reason for the limited use of lamb and mutton throughout the central section," says C. G. Potts in a bulletin of the Department of Agriculture, "probably had its origin in the days of development of the great Corn Belt region west of the Appalachian Mountains. At that time sheep owned by settlers came largely from the north Atlantic states, and had been developed almost without exception for wool production, regardless of the inherent flavor of the meat. The flesh of these animals was no doubt tough, not so palatable as other meats, and, possibly, owing to the crude methods of caring for it, much of it was unfit for use. And besides, the number being limited, it was necessary to retain the ani-

mals in order to have enough wool for warm clothing.

"As this section has been somewhat slower in the development of mutton breeds of sheep, and as much prejudice against the meat has been handed down from one generation to another, there has developed the idea that the flesh of all sheep is not appetizing and carries peculiar flavors—an opinion which a large percentage of the people never try to substantiate or disprove. Furthermore, there is a feeling that the task of butchering a sheep is exceptionally difficult, and that it can be accomplished only by someone expert in the work."

### NEW MEXICO CATTLEMEN GET RENTAL REDUCTION

An agreement has been reached for the relief of cattlemen in the eastern part of New Mexico, who have been paying a rental of 5 cents on grazing lands leased from the state. Under the new arrangement, cattlemen are to give up their present leases for new ones in which the rental is fixed at 3 cents, on condition that they first pay all rentals due the state under the leases which they now hold.

### ARMOUR MAKES FAVORABLE SHOWING

The financial report of Armour & Co. for the first half of this year for the first time covers the operations of the recently acquired business and properties of Morris & Co., as well as those of Armour & Co. and its subsidiaries. As of June 30, 1923, cash on hand of Armour & Co. of Illinois, the parent company, and its subsidiaries, amounted to \$57,173,129.49. Earnings available for dividends on preferred stock, after deducting fixed charges, depreciation, and inventory adjustments, amounted to \$5,199,505.01. After providing for all preferred dividends, the company earned a net profit of \$1,488,574.60, which is applicable on the common stock.

The consolidated balance sheet, including Armour & Co. of Illinois, Armour & Co. of Delaware, and the North American Provision Company, which purchased the business of Morris & Co. and their subsidiaries, shows total current assets of over \$265,300,000, to pay current liabilities of \$135,800,000. Net current assets were, therefore, \$129,500,000—an amount sufficient to pay all except approximately \$15,000,000 of the total funded debt. Against this remaining \$15,000,000, however, and \$132,700,000 in preferred stock, the company shows fixed properties of \$230,000,000 and investments of approximately \$41,000,000.

In his statement to the stockholders, President White points out that the volume of sales during the six months'

period of the combined Armour and Morris businesses exceeds the combined volume of the two businesses for the corresponding period of 1922 by over 15 per cent.

### BUFFALO MEAT FROM TEXAS

On his ranch in Armstrong County, Texas, Colonel Charles Goodnight has established a herd of about 350 buffaloes, to which the veteran ranchman devotes a great deal of attention. Every Christmas the surplus, amounting to an average of twenty individuals, is slaughtered. The animals weigh from 1,200 to 1,600 pounds, and dress better than 50 per cent. Choice buffalo steaks sell at 50 cents a pound, and the demand far exceeds the supply. Much of the meat is shipped to the Indians in Oklahoma, New Mexico, and Arizona.

### BONUS ON TUBERCULOSIS-FREE HOGS

A bonus of ten cents per hundred pounds, live weight, will hereafter be paid on hogs bred and fed in a county certified by the federal government and the state co-operating as being free from tuberculosis, under a plan indorsed by the Institute of American Meat Packers and the National Live Stock Exchange. During recent years losses on account of condemnation and sterilization for tuberculosis have represented an average of about ten cents per hundred pounds on all hogs slaughtered in the United States under federal inspection.

### HEREFORD BREEDERS ORGANIZE

Breeders in Knox and King Counties, Texas, have banded together in a new organization, called the Knox-King Hereford Association, for the purpose of co-operating in bringing their cattle to the attention of feeders in the Corn Belt and of shipping direct. The offering will consist of high-bred feeder calves and yearlings, for immediate or fall shipment. Dr. G. H. Beavers is president of the association, and Frank Reeves sales manager. Headquarters are at Benjamin.

### WHY PURE-BREDS EXCEL

A new pictorial poster, just issued by the Department of Agriculture, illustrates the superiority of pure-bred over common live stock, giving six reasons why the former excel: (1) better conformation and quality; (2) more products for the feed; (3) greater uniformity; (4) earlier maturity; (5) better salability; (6) greater value of offspring.

#### Lawrence D. Prescott

Purebred Live Stock  
AUCTIONEER

Union Stock Yards, Denver, Colorado  
Western Representative and Salesman  
C. G. COCHRAN & SONS, HAYS, KANSAS  
Breeders of Shorthorn and Hereford Cattle

#### Ranch and Cattle for Sale

Consisting of two thousand acres deeded land and ten thousand acres leased land, joining the Forest Reserve; 450 head of good grade Hereford cattle and 50 horses. If interested, address

H. K. MOULTON Reva, South Dakota

#### Lea County Hereford Breeders' Association

High-grade Hereford and Galloway cows, heifers, yearlings, and two-year-old steers for sale. Can supply fancy uniform feeders in large numbers. Grown in limestone country, with plenty of Black Grama Grass and pure water. Full description and lists of stock will appear in an early issue. Watch this advertisement for particulars. Correspondence solicited.

CARL SAMS, Secretary  
Lovington, New Mexico



**O. J. Snyder**  
Saddles and Harness  
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# THE WOMAN'S CORNER

## THE DIGNITY OF LABOR

[Mabel Compton]

THERE ARE MANY REASONS why the country is the best place to bring up children. Not the least of these is the fact that children in the country are often under the necessity of learning at an early age to contribute their share to the duties of the home. The child of rich city parents may have a tiny, formal garden in which he must not play too boisterously. The fairly well-to-do are likely to live in apartments; the poor, in crowded tenements. All these have little opportunity for normal activities. It is the country child who has the natural environment from which to learn the wholesome lesson of healthful, outdoor manual labor. Cutting the kindling, bringing in the wood, milking the cows, gathering the eggs, feeding the chickens, picking the berries, hunting the nuts in the wood-lot, bringing water from the spring—what blessings they are in the child's development, provided that mother has the knack of awakening the interest and enthusiasm which lead the child into the ways of cheerful usefulness, instead of making of these little chores hateful tasks to which he must be driven.

### A LAXATIVE DIET

One who cares to take the trouble of a special diet for a time can accomplish a great deal toward establishing normal habits of digestion and elimination. The first thing on rising—after tooth-brushing and mouth-cleansing, of course—drink slowly a pint of water (clear, or with a little salt or lemon juice), hot or cold, but best of all warm. Really cold water is not cleansing. Very hot water is likely to wash away the digestive juices to too great an extent. In any case, it is best to take the water an hour before breakfast, if possible.

With breakfast each day take a little bran, in the form of cereal or bread, a raw apple or two, and a few spoons of honey. Midway between meals, twice a day, take a glass of buttermilk for the lactic acid. For lunch have a lettuce salad dressed with oil, baked apple with cream, or dried fruits, raw—dates, raisins, figs, prunes. Eat carrots, raw, once or twice a day. They may be used in many combinations with other vegetables. The most convenient way is to run them through a food-chopper for mixing with salads. With dinner serve both a cooked and a raw vegetable and some kind of fruit, whether or not there is other dessert. Bulky greens are advisable—cabbage, spinach, chard, etc.

With this or any other diet, the habit of regularity is part of the treatment. A regular hour persisted in, night and morning, will in time become established.

### FALL EGGS

If hens are got through their molt properly, in late summer, then, by feeding up well and continuing green food-stuff, a good supply of fall eggs will be assured. Of course, if the molting is allowed to drag along into cold weather, the number of eggs will not be worth talking about. But for those who are lucky enough to have a good supply it is a splendid idea to put up a jar of these eggs for table use in January, during hen-strike weather, keeping those put up in June or July for cooking purposes. The quality of the fall eggs is much better than that of the hot-weather eggs. They are better keepers, some three months fresher, and naturally more palatable.

The eggs to be stored should be fresh and clean, but not washed. Washing destroys the protective coating which envelops the shells. The most satisfactory utensil for holding the eggs is a large stone jar—never larger than a ten-gallon size, however, which will hold a crate of eggs. More than that cannot be safely packed in one receptacle, as the eggs underneath are likely to be crushed by the weight of those above. A five-gallon jar is a more convenient size, and will hold fifteen dozen eggs, which should be put down in the ordinary waterglass solution—nine quarts of water that has been boiled and thoroughly cooled, and one quart of waterglass or sodium silicate. The solution should cover the eggs at

least two inches all the time. To prevent evaporation and chemical changes, the jar should be kept well covered by a close-fitting lid. When removing a dozen or so eggs from the jar, they should be rinsed in cold water and put away in a cool place. For boiling, prick the ends of the eggs with a pin, to prevent bursting of the shells.

## RECIPES

### Dried Beef

Dried beef is a form of meat for occasional use. The salty flavor offers a change. It requires no cooking, and is always ready for the picnic basket or for the regular luncheon. It is acceptable for the home table either served cold or in a creamed sauce, with potatoes or other vegetables. Drying renders the flesh quite dense; so strong heat must be avoided in cooking dried beef. Simple methods are best. An easy and palatable dish is prepared by first melting two tablespoons of ham or bacon drippings in a sauce-pan, and heating a cupful of meat in it. Two tablespoons of flour are then stirred in carefully, and a cup of milk added. When the sauce is smooth, season with pepper, and serve at once on toast or with potatoes.

### Smothered Beef

3 pounds of rump.  
3 large onions sliced.  
3 tablespoons drippings.  
2 tablespoons mild prepared mustard.  
Flour mixed with salt and pepper.  
1 teaspoon celery seed.  
1 cup strained tomatoes or ½ can tomato soup.

Dredge meat with flour. Brown well in heavy pan. Brown onions, and add mustard, celery seed, and tomatoes. Pour this sauce over meat, and cook slowly for three hours or more on top of stove, or for six hours in fireless cooker.

### LETTER-BOX

In washing overalls, lay them on the washboard, soap the dirty spots freely, turn a little boiling suds on, and then use a scrub brush briskly, alternating with the hot suds, and they are soon clean. If soiled with machine grease, first saturate the spots with kerosene, then soap, and scrub with hot water.—MARY WILLIAMSON.

A chest may be made of any kind of soft wood, the outside painted or covered with cretonne to match the woodwork or curtains, and the inside thoroughly oiled with oil of cedar. It will serve the purpose just as well as the most expensive cedar chest for keeping furs, feathers, and woollens protected from moths.—A. S. W.

The waste from rhubarb or tomatoes will clean aluminum articles. Add sufficient water to cover the aluminum ware, and boil. Also, ashes moistened with kerosene will clean aluminum that has turned dark.—Mrs. W. H. H.

# THE KIDS' CORRAL

## TOMMY TURNIPSEED TO THE RESCUE

[Evaleen Stein]

TOMMY TURNIPSEED threw himself into a rocking-chair on the front porch and laughed till the tears ran down his cheeks; and, with Tommy laughing like that, I shall have to tell you myself what it was all about. Tommy lived in the village of Buckcreek and next door to Mrs. Ficklefinger. "Ma" Ficklefinger everybody called her—perhaps because she had no chick or child of her own to say Ma, which was a great grief to her; and then, besides, she was round and fat and good-natured, and took an interest in everyone. Ma Ficklefinger had a nice vegetable garden, and beyond that a row of beehives that brought her in quite a bit of pin money. Back of the hives were pink hollyhocks, and near by some young locust trees, because their blossoms are good for honey and their boughs are very brittle. If you wonder what this last has to do with keeping bees, I will tell you; though, to be sure, I never raised any myself and know precious little about them, except that once one stung my thumb, and since then I have kept away from them. But this much I do know: When the baby bees grow up and the hive gets too full of bee people, the Queen who rules them all gathers together a lot of them, and they set out to find a new home. This is called "swarming." But before I go on I must tell you what happens in the hive after the swarm leaves. You see, bees do not seem to care anything about a King, but they *must* have a Queen; so they always keep a few young Princesses shut up in cells, so as to be ready when needed. When the old Queen goes, one of these Princesses is freed and crowned; and if she decides to stay in the hive and not lead out another swarm, then a shocking thing happens: She kills all her sisters, for fear they might get out of their cells and dispute her rule. When you read your world-history, you will find that a good many Kings have done the same to their brothers; which is all very dreadful, and shows how bad both bees and people can be when they set their minds to it. But I must tell now about the bees the old Queen leads out. The bee-keeper is, of course, anxious for the swarm not to fly away, but to get it placed in an

empty hive; so, if the bees can be made to alight on some handy place—say, the bough of a little tree that may be easily broken off (that is why locust trees are good)—they may be so carried and shaken off quickly into the new hive.

Now, the way Ma Ficklefinger managed was this: In the first place, she knew when her bees were getting ready to swarm, because there would always be a great humming and buzzing in the old hive as they were packing up the bee-bread and honey and other baggage to take with them on their journey; for they generally expected to go quite a distance. But Ma would be watching for them, and as soon as they got well started out she would run with a tin pan and big iron spoon and begin beating, till the bees would become so bewildered and frightened with the noise that the Queen would call them together and look for some place for them to rest and collect their wits. Then Ma Ficklefinger would do a strange thing. She would seize a hand-mirror, which she kept on the kitchen shelf, but had hastily thrust into her apron pocket, and, holding this up in the sun, it would reflect a bright spot of light somewhere. I am sure you know how it is done. Well, she would make the bright light fall on a branch of one of the little locust trees, and when the bees saw that they would blink a minute and then fly straight for it. Why they did this I have not the least idea; and, if you want to know, just ask the next moth or June-bug you see why it flies in the windows as soon as you get your lights on in the evening. At any rate, the bees always went where Ma's mirror sent them; and there they would sit all huddled together, climbing over each other and holding tight to each other's fingers and toes, till long strings of them hung from the locust bough, just like acrobats hanging from a trapeze in a circus. Then, before they could get themselves untangled, along would come Ma Ficklefinger, and, quickly breaking off the bough, she would shake the bees into an empty hive; and there they were always quite satisfied to settle down to live. I believe some people who think themselves very wise about bees declare

Ma's way of catching swarms to be very silly and unscientific; but, as Ma always caught them and had quantities of honey, I dare say she knew her business as well as anybody.

Tommy had watched several times when her bees swarmed, and had asked so many questions that even Ma's patience had given out; till at last she had said severely: "Tommy Turnipseed, if you ask another question, I will never give you another cookie so long as I live!" As Tommy was very fond of Ma's cookies, he kept still after that; but, as he was a bright boy, he used his eyes instead of his tongue, and soon he knew nearly as much about managing bees as did Ma herself.

And now I am coming to why he laughed so hard. The day before, Ma had noticed a great humming and buzzing in one of her older hives, and was sure the bees were getting ready to swarm; so, as she washed her breakfast dishes, she kept an eye on the hives from her kitchen window. All at once out came the Queen bee, and a lot of others following her. Then Ma seized her pan and spoon, and, thrusting the mirror into her pocket, she rushed into the yard and began pounding on the pan. The bees by this time had flown quite a distance and were scattered about in the sunlight; but when they heard the pan they pricked up their little bee ears and began to fly closer together; for no bee wanted to be caught all alone, if that strange noise were to do anything dreadful to them. Then the Queen looked about for a resting-place for them; and at that moment Ma, giving an extra hard beat to her pan, accidentally knocked it out of her hand, and, as she stooped to pick it up, out popped the mirror from her apron pocket; for I have told you she was very fat. Now, the mirror tumbled slantwise against a currant bush, and instantly it sent the bright sun—where do you suppose? Right squarely on Ma Ficklefinger's head! Ma felt the light on her face and glaring on the big round spectacles she wore, and knew at once what had happened, and that the bees would fly straight for her; and certainly a swarm of bees on one's head would be very uncomfortable. "Oh! Oh! Oh!" she shrieked, wildly throwing up her hands as, waving the iron spoon, she began to scream and run; but, of course, being fat, she did not make much progress. And sure enough, the Queen bee had spied the light, and, even though Ma had got away from the mirror, the Queen was quite sure that Ma's head would probably shine out again like an electric bulb, and so that was the place for her swarm.

Just at this moment our brave Tommy

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showed himself a hero. When he heard Ma pounding on the pan, he had run out and was watching through the fence; and when the mirror fell out of her pocket and he saw what had happened, Tommy didn't wait to find the gate; he just made a flying jump over the fence, grabbing the pan and a milk-dipper from a bench near by; for you know Ma was still waving the iron spoon as she tried to run. Tommy soon made such a noise that the bees, who had nearly overtaken Ma, began to waver and fly wildly about; and then Tommy, seizing the mirror, looked quickly around and saw a scarecrow in Ma's vegetable garden. There wasn't much left of it but an old hat stuck on top of a pole, and a tattered coat, and one of Pa Ficklefinger's old striped neckties fluttering in the wind. Quick as a flash Tommy focused the light on the scarecrow's hat, and the Queen, seeing it, paused in bewilderment; then, deciding that the scarecrow's head must be a better place than Ma's, as hers was not bright any more and its was glittering beautifully, she gathered together her swarm, and off they pelted for the scarecrow; and there they settled, covering the old hat till it looked like a pumpkin, and dripping off it in long strings, all holding each other's legs. Then it was that Tommy began to laugh; but he

was not going to let Ma Ficklefinger's bees get away. So, dragging up an empty hive, he set it near the scarecrow, and, very slowly and carefully pulling up the pole (for he was a husky lad), he shook off the bees into the hive as skillfully as Ma herself could have done.

Then he looked around for Ma, who came trudging home from down the road, half laughing and half crying, her big horn spectacles hanging from one ear and her wisp of hair dangling limply

down her back. Fanning herself with her apron, she dropped gasping into a chair, and when she found what Tommy had done she tried to hug him; but Tommy didn't want to be hugged, though he did want to laugh. So he slipped off to his own porch, where he could ha-ha to his heart's content; but, as he went, he could hear Ma calling anxiously after him: "Tommy, whenever you want all the cookies you can eat, you needn't ask me; I think you know where the jar is."

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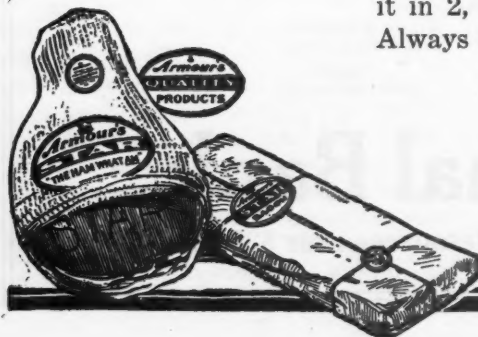
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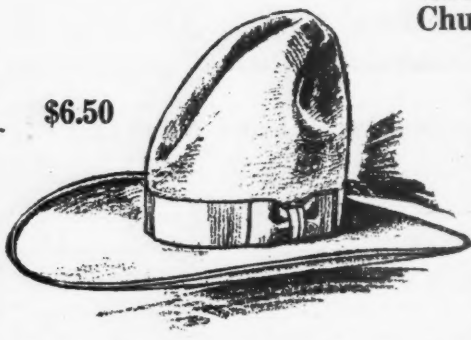
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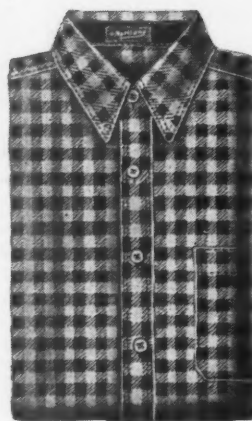
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## TABLE OF CONTENTS

OCTOBER, 1923

	Page		Page
GREAT BRITAIN AND THE WORLD'S LIVE-STOCK INDUSTRY .....	5	EDITORIALS .....	11
By Charles J. Brand.		General Business Conditions.—No Compulsory Railroad Consolidation.—Secrecy in Enforcing a Publicity Meas- ure.—The Chicago Commission Case.—New Zealand Beef for Our Hawaiian Garrison.—Co-operative Live-Stock Marketing.	
MEAT DISTRIBUTION .....	7	THE STOCKMEN'S EXCHANGE.....	15
By James E. Poole.		WHAT THE GOVERNMENT IS DOING.....	18
LIVE-STOCK AND MEAT RATES TO ATLANTIC SEA- BOARD .....	9	THE MARKETS .....	19
WESTERN RANGE CATTLE PRICES.....	9	Monthly Live-Stock Market Review by James E. Poole.	
WESTERN TARIFF ASSOCIATION ORGANIZED.....	10	TRADE REVIEW .....	26
		FOREIGN .....	27
		ROUND THE RANGE.....	30

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